automotive
FLEET

THE MANAGEMENT MAGAZINE FOR CAR
AND LIGHT TRUCK FLEET OPERATORS

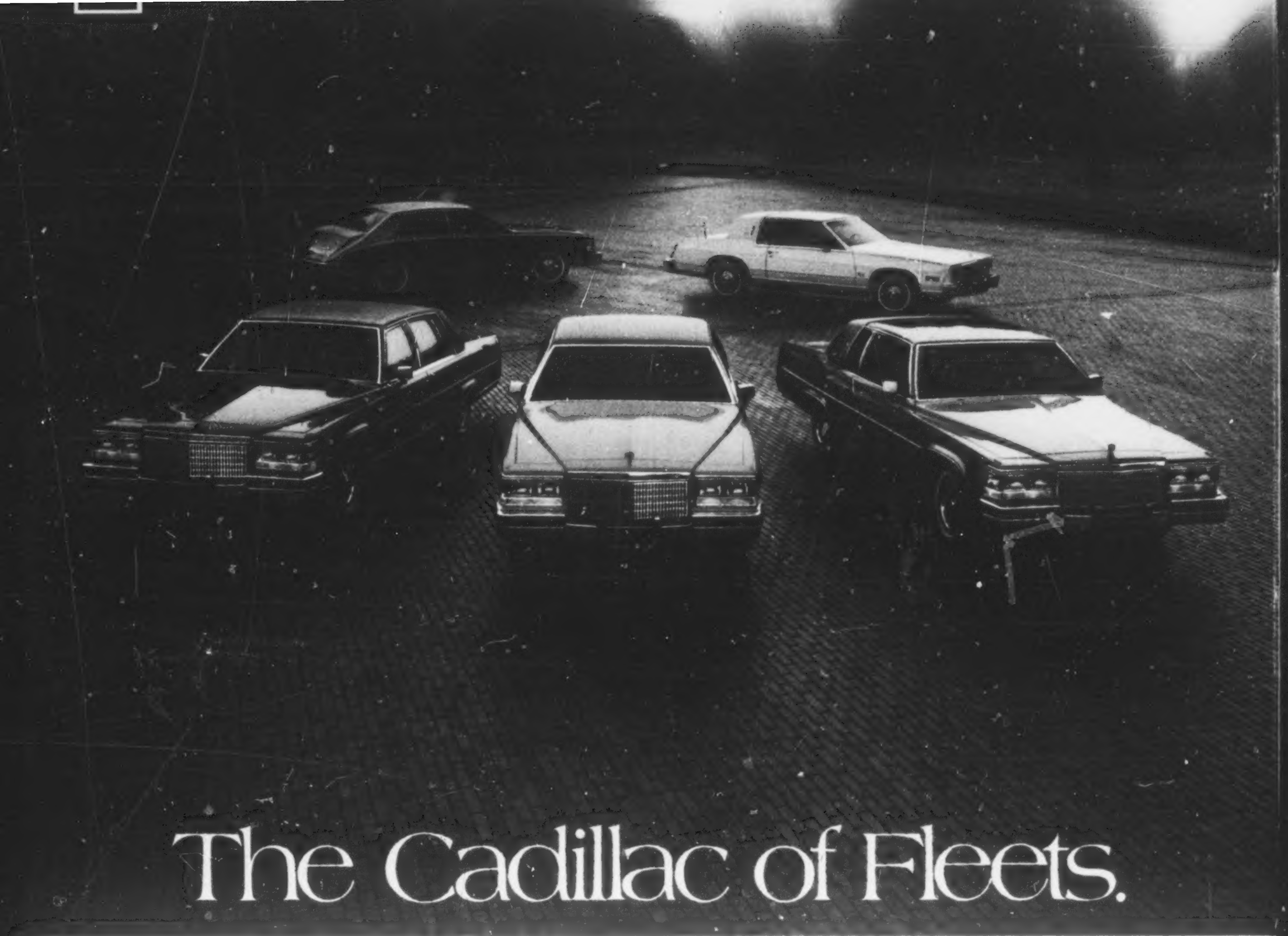
C 1575-2 A recd 4/17/80

SPECIAL EDITION
$10.00

FACT BOOK

FEATURING

- STATISTICS
- FLEET DIRECTORY
- AUTO GUIDE
- FLEET DEALERS
- SPECIFICATIONS
- LEADING LESSORS



A surprisingly practical investment in quality and prestige.

A Cadillac fleet for your company could be a surprisingly practical decision . . . all things considered.

Cadillac . . . the investment. When you specify Cadillac, you're taking into consideration not only what the name Cadillac represents in quality and convenience, but also driver and passenger comfort, plus traditional Cadillac roominess as well as a Cadillac-size trunk for sales and business use.

Fleetwood Brougham and DeVilles. These are the automobiles that can speak well for your business acumen. From exterior appearance to spacious luxury interior, the Fleetwood Brougham continues its tradition as "the Cadillac of Cadillacs." Naturally, almost every luxury convenience is standard with Coupe deVille and Sedan deVille. But to best fulfill your company's and executives' needs, you may also wish to specify certain available features such as a Long Distance Cruise Package which includes a 25 gallon fuel tank and electronic cruise control.

Seville. Unique in all the world. While not every company fleet demands a car so distinctive of line, so advanced in technology as Seville for the 80's . . . some, obviously, do. The front-wheel-drive Seville—first American car with your choice of standard Diesel or a gas-powered engine with Electronic Fuel Injection—is certainly unique. Diesel not available in California.

One of the world's best engineered cars—Eldorado by Cadillac. A pioneer in front-wheel drive among U.S. automobiles, Eldorado is still perhaps one of its finest expressions. A great road car. A great luxury car. A great fleet car.

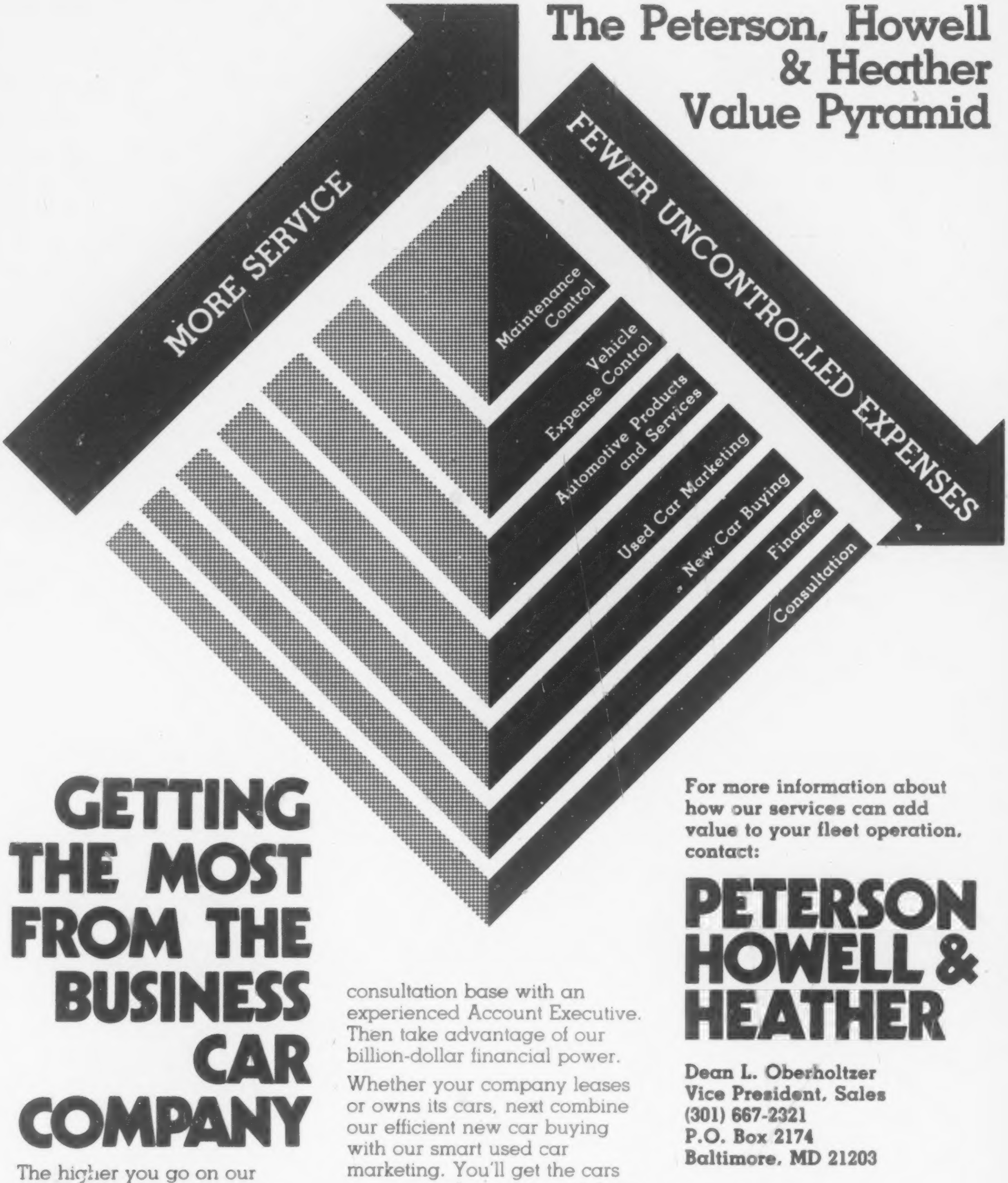
A full line available as Diesel. In addition to the standard Diesel engine for Seville, Diesel is available for the entire Cadillac passenger car line (except limousines). Unlike most Diesel imports, the engine used for Cadillac is a 5.7 liter V8. The dynamic balance of Diesel V8 design combines with a high power-to-weight ratio to provide responsive and impressive acceleration for a Diesel. Cadillacs are equipped with GM-built engines produced by various divisions. See your Cadillac dealer for details. Diesel not available in California.

No other name says as much. No other car does as much as Cadillac and all the name implies in quality and prestige. That's why the Cadillac of fleets could well be a most practical and discerning investment for your company.

Cadillac

Circle 101 on Inquiry Card

The Peterson, Howell & Heather Value Pyramid


MORE SERVICE
FEWER UNCONTROLLED EXPENSES
Maintenance Control
Vehicle Expense Control
Automotive Products and Services
Used Car Marketing
New Car Buying
Finance
Consultation

GETTING THE MOST FROM THE BUSINESS CAR COMPANY

The higher you go on our pyramid of value the greater the payoff from your investment in our services.

Use more of our services and you have fewer uncontrolled fleet expenses. Build from a consultation base with an experienced Account Executive. Then take advantage of our billion-dollar financial power.

Whether your company leases or owns its cars, next combine our efficient new car buying with our smart used car marketing. You'll get the cars you want when you want them; you'll have them sold for the best price. Then top off your use of our services with programs that reduce operating expenses: the cost of gas, replacement tires, routine service, and maintenance costs.

Build yourself a pyramid of value that gets you more fleet productivity for your money.

For more information about how our services can add value to your fleet operation, contact:

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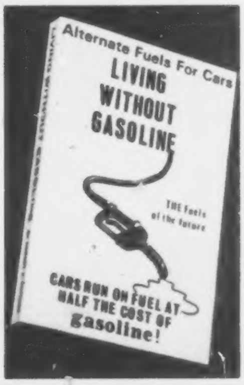
automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR
AND LIGHT TRUCK FLEET OPERATORS

Volume 19, Number 6

AFFILIATED PUBLICATIONS
Automotive Design & Development
Metropolitan
School Bus Fleet
Contemporary Surgery
Construction Contracting
Contemporary Orthopaedics
Curriculum Product Review
Career Education News

Influencing over 3.4-million cars and 1.4-million light trucks and vans in leasing, rental, business, government, taxi, police, utility and driving schools.



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Ætna will attack your collision problem head on.

Would you like a proven way to reduce accidents in your fleet of company cars, vans, or trucks by as much as 75 percent?

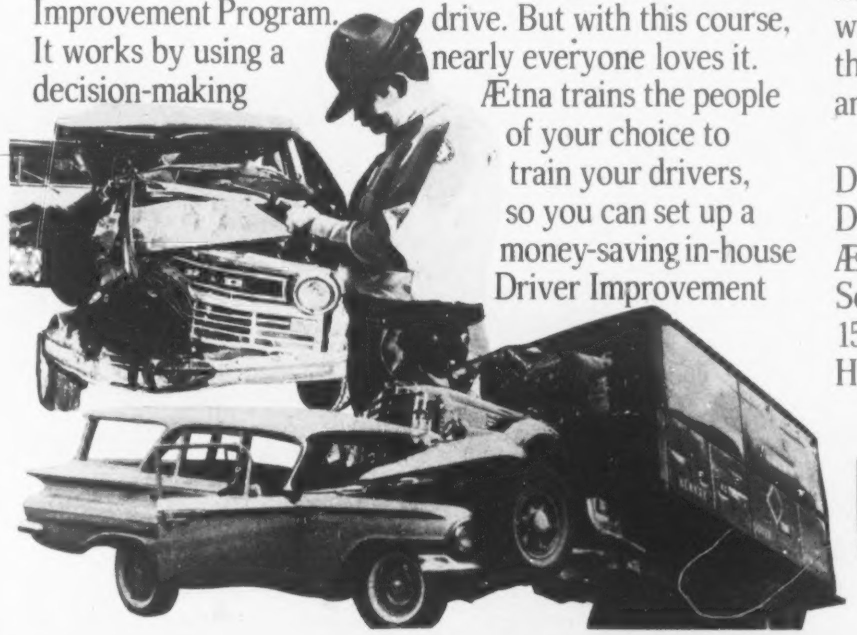
Ætna's done just that for other companies. And saved them up to $75,000 in the process.

The secret is our Driver Improvement Program. It works by using a decision-making process we call I.P.D.E.—"Identify, Predict, Decide, and Execute" plus some easy-to-handle techniques from transactional analysis.

You might think most drivers don't like trudging back to school to learn to drive. But with this course, nearly everyone loves it.

Ætna trains the people of your choice to train your drivers, so you can set up a money-saving in-house Driver Improvement Program of your own.

This original and proven program includes eight 30-minute films and can be taught in eight to twelve hours. So the sooner you write, the sooner you'll win the gratitude of your drivers and management alike.

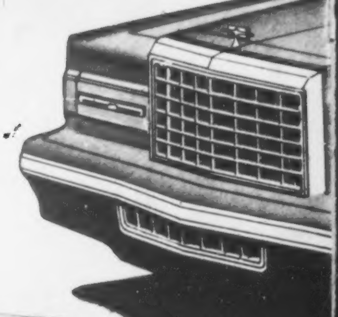


Write: Tom Gardner,
Driver Education Services,
Department EA10,
Ætna Technical
Services, Inc.,
151 Farmington Avenue,
Hartford, CT 06156.

Ætna Ætna Technical Services, Inc.

One of the ÆTNA LIFE & CASUALTY companies

A Ford fleet... your Better Idea for the 80's.



There may never have been a better year to make Ford the choice for your fleet. And innovation's the reason why. Innovation that includes a new-size 1980 Thunderbird and newly designed tough Ford Trucks. In addition, Ford offers some outstanding technological advances for 1980 like the first American-built automatic overdrive. And a no-cost three-year limited corrosion perforation warranty.* All the right reasons to make a Ford fleet your Better Idea for the 80's.

*Excludes exhaust system components. See dealer for complete details.

1980 Mustang. Best 6-cylinder MPG of any domestic subcompact.

21 EPA EST. MPG **30** EST. HWY. MPG

For comparison. Your MPG may differ depending on speed, distance and weather. Actual highway MPG will probably be lower. Calif. MPG is lower.

Compare 1980 Pinto. It may be America's best small car value.

It's packed with standard features, including steel-belted radial tires, rack and pinion steering, electric rear window defroster, bucket seats, tinted glass and more.

F-100 Pickup. A new truck of the 80's.

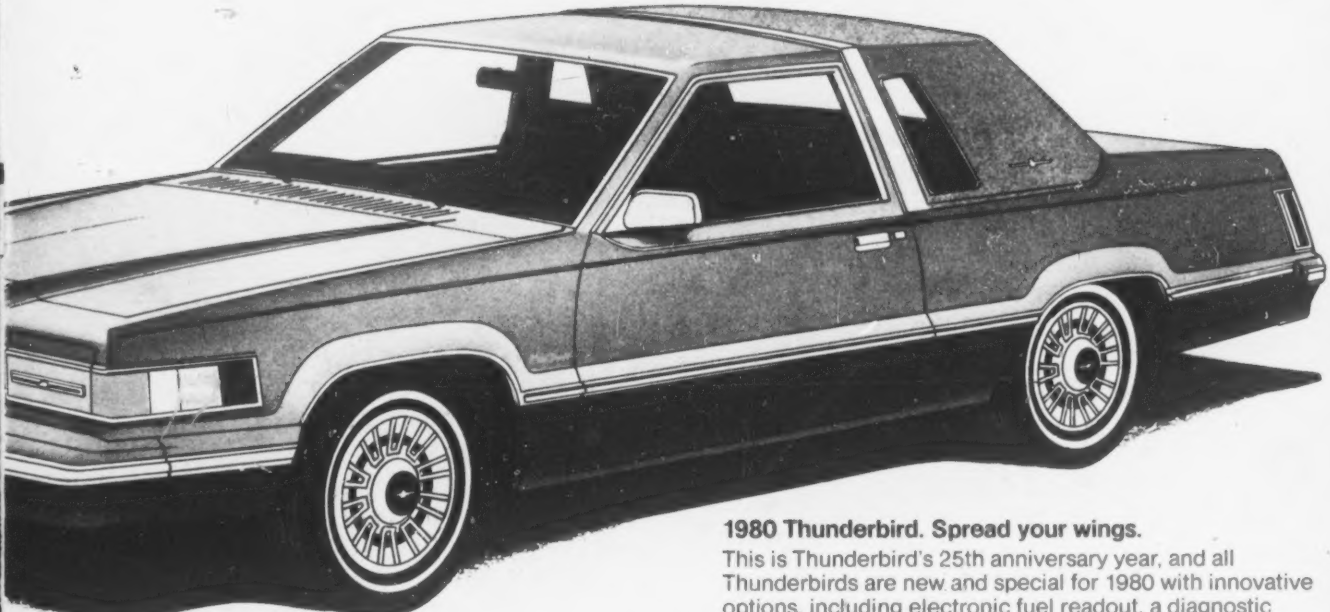
Built Ford Tough with new aerodynamic design and all-new cab interior.

1980 Fairmont. Best estimated MPG—any 6-cylinder mid-size.

21 EPA EST. MPG

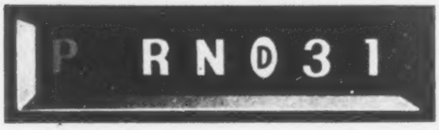
Also 30 MPG highway.

For comparison. Your MPG may differ depending on speed, distance and weather. Actual highway MPG will probably be lower. Calif. MPG is lower.



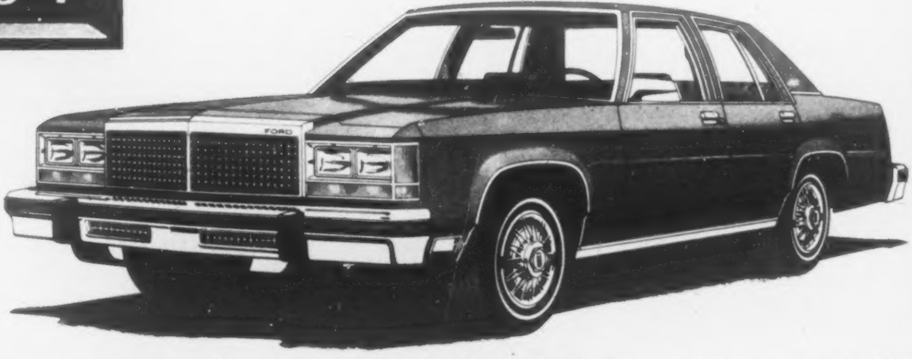
1980 Thunderbird. Spread your wings.

This is Thunderbird's 25th anniversary year, and all Thunderbirds are new and special for 1980 with innovative options, including electronic fuel readout, a diagnostic warning light, and America's first push-button keyless entry system. Its new contemporary size makes Thunderbird a perfect choice for 1980.



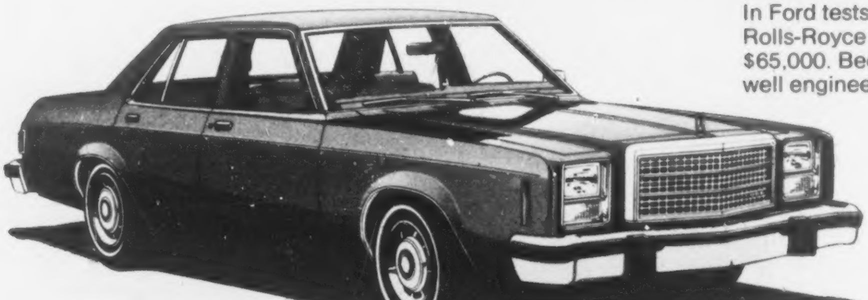
Automatic overdrive.

The first automatic overdrive option on an American-built car. It automatically shifts into overdrive at about 40 MPH, reducing engine RPMs about one third. Available on selected models and engines.



1980 Ford LTD. Rides as quietly as a $65,000 Rolls-Royce.

In Ford tests, an LTD rode just as quietly as a Rolls-Royce Silver Shadow sticker priced over $65,000. Because LTD is so solidly built, so well engineered.



Granada. High resale!

Check facts and figures and see how Granadas have held up. A 1978 Granada returned an average of over 80% of its original sticker price. (Averaged, October, 1979, NADA Official Used Car Guide figures.)

FORD

FORD DIVISION Ford

DON'T SPEND YOUR MONEY ON REBUILT POWER. GET BRAND-NEW POWER!

Why a GM Targetmaster Replacement engine instead of a rebuilt? Because a Targetmaster is available over the counter at your local GM dealer's. There's no waiting for the right rebuilt. A Targetmaster engine is new power, not rebuilt power. There's no worry about odd-sized pistons, cranks or bearings. And a Targetmaster Replacement engine will get you back on the road fast. You cut downtime.

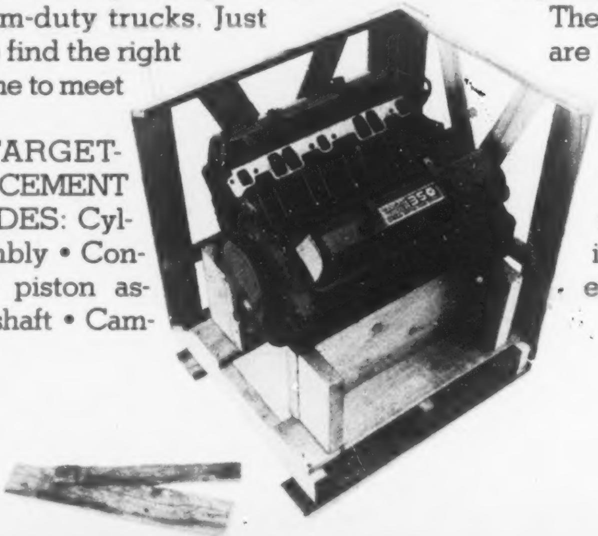
You may be surprised when you compare the expense of downtime, labor and parts to rebuild an engine with the price of a brand-new genuine GM Targetmaster engine.

You can get GM Targetmaster Replacement engines for either passenger cars or light- and medium-duty trucks. Just check the chart to find the right Targetmaster engine to meet your needs.

EVERY NEW TARGETMASTER REPLACEMENT ENGINE INCLUDES: Cylinder block assembly • Connecting rod and piston assemblies • Crankshaft • Camshaft • Complete cylinder head assemblies, including valve trains • Camshaft and crankshaft sprockets • Timing gears, chain and cover • Oil pump and screen • Oil pan • Installation instruction sheet • 4-bolt mains (except for the 292 and 305 Targetmaster).

THE PARTS THAT AREN'T INCLUDED WITH YOUR NEW TARGETMASTER MAY BE TRANSFERRED FROM THE ENGINE THAT IS BEING REPLACED. Such as the inlet manifold and related plumbing • Exhaust manifolds • Alternator • Distributor, coil and wiring • Torsional damper • Flywheel • Clutch housing • Clutch and related parts • Carburetor • Fuel pump • Water pump • Spark plugs.

The 305 CID and 350 CID engines are just two of five Targetmaster Replacement engines now available. Targetmasters also include the 292, 366 and 427 engines. For complete specifications or additional information about any of these engines, fill in the coupon.



NEW GM TARGETMASTER 305 CID AND 350 CID REPLACEMENT ENGINES.

GM QUALITY SERVICE PARTS GM
GENERAL MOTORS PARTS DIVISION

General Motors Parts Division reserves the right to cancel engines or change model applications without notice.

Circle 128 on Inquiry Card

MAKE AND MODEL APPLICATIONS (CAR AND TRUCK) FOR THE 305 CID TARGETMASTER ENGINE. SPECIFY PART NUMBER 14013000

Fits most 1976-1979 GM cars, (exception Cadillac), and most 1977-1979 GM light trucks and vans. See your dealer for details.

MAKE AND MODEL APPLICATIONS (CAR) FOR THE 350 CID TARGETMASTER ENGINE. SPECIFY PART NUMBER 14009800

Model	**Year**	**Exception**
Buick	1977-79	Models w/350 L engines
Chevrolet	1978-79	Monza
All Chevrolet and GMC	1971	
	1972	California
	1973-77	
Corvette Y	1971	Special High Performance
	1972	Special High Performance & California
Corvette Y	1973-79	Special High Performance
Oldsmobile & Pontiac	1977-79	

MAKE AND MODEL APPLICATIONS (TRUCK) FOR THE 350 CID TARGETMASTER ENGINE. SPECIFY PART NUMBER 14009800

Type of Vehicle	**Chevrolet**	**GM Truck & Coach**
Conventional		
(½ ton)	1973, 1974* & 1975-1979	1973, 1974* & 1975-1979
	(Except for 1977-1978 models with H.D. Chassis)	
(¾ ton)	1978*	1978*
4-Wheel Drive		
(½ ton)	1978*-1979	1978*-1979
(¾ ton)	1978*	1978*
Van		
(½ ton)	1973-1979	1973-1979
	(Except for 1977-1978 models with H.D. Chassis)	
(¾ ton)	1978*-1979	1978*-1979
(1 ton)	1978*	1978*

*Except for California models.

Mail to: Targetmaster Department, General Motors Parts Division,
6060 West Bristol Road, Flint, Michigan 48554.

Name

Company Name Title

Address

City State Zip

Circle 105 on Inquiry Card

letters

MINI-VANS FOR FLEETS WANTED

I am a recipient of your valued *Automotive Fleet* magazine. My company operates a fleet of some 220 vehicles. In this fleet we have 95 Chevy 110" W.B. vans. They are used for customer service in the towns and cities of our natural gas distribution area, and average some 13,000 miles per year. They carry a pay load of some 800-900 lbs., with a 250-6 engine and A. Trans.

Our problem is gasoline mileage, which averages about 10 MPG. In the interest of conservation and reducing cost, we are looking to a smaller vehicle. Of course we shall have to reduce pay loads and make changes in our service capabilities. But there does not seem to be a smaller van available of American manufacture. Do you know of any?

We have checked into the Volkswagen, and are afraid of maintenance problems. We have checked the LUV, and this might do with a special custom body. These are both foreign vehicles. I understand other gas utilities and some telephone companies also have an intense interest in a small van.

Would you care to give us the benefit of your knowledge and advice on this type of vehicle? There is some possibility of General Motors downsizing their van for 1983-84, but we do not want to wait for that. We want something in 1980.

Thayer Brown
Materials Manager
The Southern Connecticut Gas Co.
880 Broad St.
Bridgeport, Conn. 06609

While mini-pickups have been on the market for some time, it does not appear a mini-van positioned between the station wagon and current full-size vans is foreseeable in the next model year or two. Incidentally, the Volkswagen mini-pickup alluded to is manufactured in the U.S.; however, since 1980 is the start-up model year for the truck, it will not be available in mass quantities. While there is intense interest by many fleets in a mini-van and one is not forthcoming for several model years, fleets have tried other alternatives with varying degress of success. The most popular route of late is to equip vans with six-cylinder powerplants to boost mileage or use mid-size station wagons also equipped with six-cylinder engines. In our conversations with the administrators of these fleets, the consensus is that the vans will produce (if driven under moderate load conditions) in the neighborhood of 12 to 14 mpg. The wagons, again under moderate load, will produce in the 16 to 18 mpg range. Obviously there are tradeoffs since a van offers a taller load space than a wagon at the expense of some fuel economy. These alternatives, however, are merely stopgap measures until a utility vehicle comes along (perhaps a panel truck version of the LUV or Courier or a mini-van) that will fit this growing gap in the fleet market.

Editor

FLEET ADMINISTRATORS:

Are You Getting Your Money's Worth?
How well does your present lessor perform these important fleet functions?

- New order processing
- Used car disposal
- Out of stock purchases
- License and title administration
- Order status reporting
- Timely response to inquiries
- Consultation on industry trends and practices
- Fleet management services
- Warranty claims assistance
- Price protection and factory rebate administration
- Property and sales tax administration
- Documentation of used car disposal and new car delivery

Let one of our professional fleet Account Executives show you how to get your money's worth. Call or write for our brochure "May We Introduce Ourselves."

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Madison, Wisconsin 53701
Phone (608) 271-8944

Caprice & Impala

18
EPA EST. MPG
26
HWY. EST.

Malibu Classic & Malibu

19
EPA EST. MPG
26
HWY. EST.

Monte Carlo

19
EPA EST. MPG
26
HWY. EST.

Chevette

25
EPA EST. MPG
30
HWY. EST.

Estimates and mileage comparisons do not apply in Calif.

It takes more than one fuel-efficient fleet car to make Chevrolet the leader in fleet sales.

There's always been more than one good reason to come to Chevrolet. And that's especially true when it comes to the fuel economy you're looking for right now.

The ⑲ EPA estimated MPG of our new V6 Malibu and Monte Carlo, for example, puts them within one estimated MPG of a 1980 Citation with available V6 engine and automatic transmission.

In Caprice and Impala, with their new standard V6 power, new aerodynamics and new tire technology, with standard powertrain, you get an EPA MPG estimate no other full-size car beats and an EPA highway gas mileage estimate no full-size car equals for 1980. And in Chevy Chevette, you get the kind of economy that's helped make it America's best-selling small car.

And here are more good reasons to talk to your Chevy fleet representative this week:

(1) When it comes to service, Chevrolets are backed by an extensive dealer network throughout the U.S.

(2) When it comes time to sell, more Chevrolets are purchased used than any other nameplate.

That name again? *Chevrolet.*

For a lot of good reasons, the most popular fleet line.

Remember: Compare the "estimated MPG" to the "estimated MPG" of other cars. You may get different mileage, depending on how fast you drive, weather conditions, and trip length. Actual highway mileage will probably be less than the estimated highway fuel economy. Models for which figures are shown equipped with standard engines and available automatic transmission (standard in Caprice/Impala and Monte Carlo). Caprice/Impala, Malibu and Monte Carlo standard 3.8 Liter (229 Cu. In.) V6 engine not available in California, where a 231 V6 is standard. Chevrolet models equipped with GM-built engines produced by various divisions. See your dealer for details.

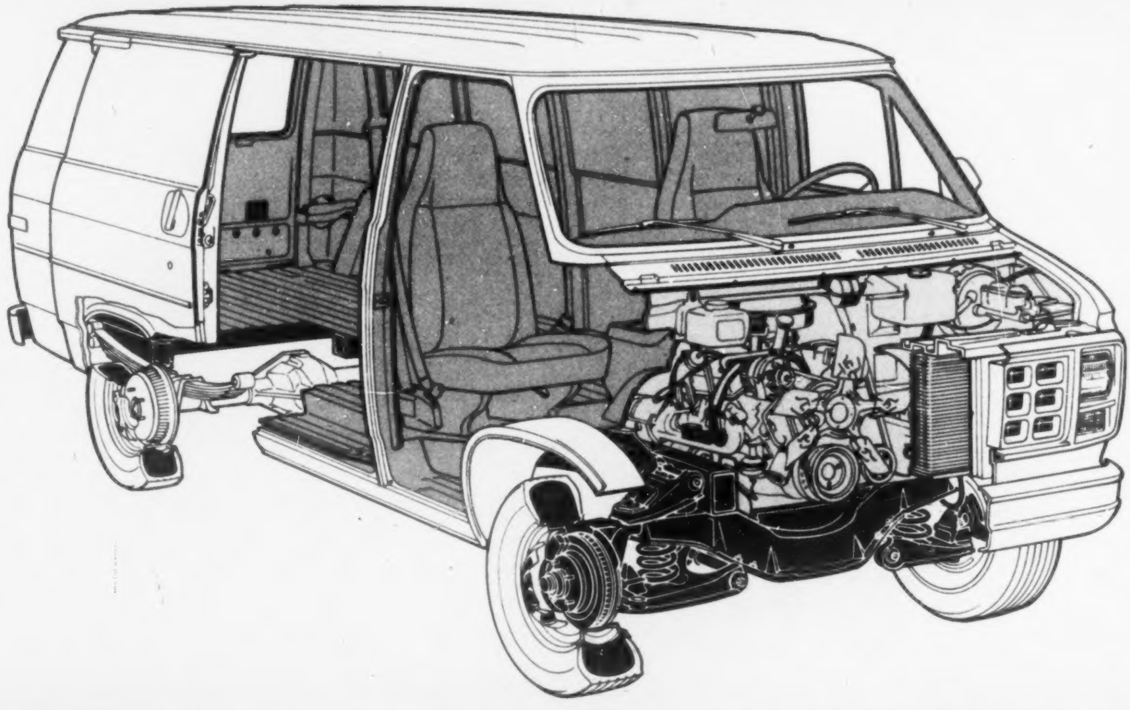
Chevrolet

GM
MARK OF EXCELLENCE

CHEVY CARS, CHEVY DEALERS, CHEVY PEOPLE: THE PROVEN PERFORMERS.

Circle 107 on Inquiry Card

GET TOUGH WI
WITH TOUGH

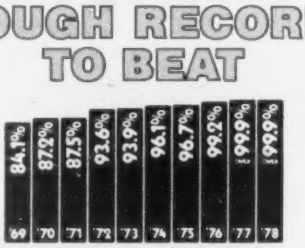


BASICALLY A CHEVY VAN IS A TOUGH VAN.

Up where the wear-and-tear of everyday use is first met, Chevy Van has a Massive Girder Beam front suspension. At each end are contoured control arms that flex freely up and down, letting the front wheels take bumps and jolts independently to help smooth the ride. Steel-belted tires are standard on all G10 and G20 models.

Rear springs are two-stage leaf-design that stiffen as the load increases. Front disc and drum rear brakes are computer-matched to the GVWR of each van. Chevy Van's body and frame are integrated into a single unit. This unitized construction provides strength and high payloads. And for 1980 the extensive anti-corrosion program has been even further expanded.

TOUGH RECORD TO BEAT



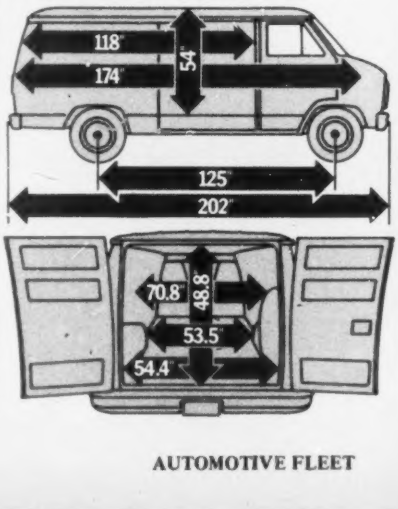
94.8% of all Chevy Light-, Medium-, Heavy-Duty trucks and commercial vans in the ten most recent years recorded were still on the job. (Based on R. L. Polk & Co. model year registrations through July 1, 1978. 1979 statistics not available at time of printing.)

A BIG PLUS

this year is Chevrolet's Three-Year Perforation-From-Corrosion Limited Warranty. Exhaust system components not included. See your Chevy dealer for details on other limitations.

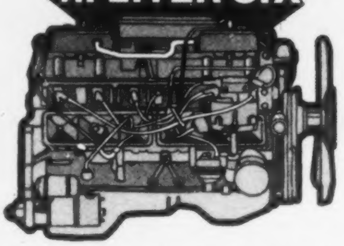
TOUGHNESS THAT'S EASY TO GET IN AND OUT OF.

Chevy Van's easy-sliding side door is 44.2" wide and 49.2" high. That's a bigger side door than its two closest sales competitors'. The opening at the rear doors is wider and higher than you'll find on these vans, too.



TH YOUR FLEET CHEVY VANS.

THE EFFICIENT 4.1 LITER SIX



For a lot of fleet needs, it's got all the power you need. Plus economy. It features a staged, 2-barrel carburetor and a new thermostatically controlled fan that helps save engine power when fan cooling is not required. It's standard on G10-20 models. Where extra power and performance are required, depending on the model you choose, Chevy offers three optional V8s to choose from —5 Liter (305 Cu. In.), 5.7 Liter (350 Cu. In.) and 6 Liter (400 Cu. In.).

A Word About Engines: Chevrolet trucks are equipped with GM-built engines produced by various divisions. See your dealer for details.

TALK ABOUT ECONOMY

G10-20† CHEVY VAN

	FEDERAL EPA EST. MPG	FEDERAL EST. HWY.	CALIFORNIA EPA EST. MPG	CALIFORNIA EST. HWY.
4.1 Liter (250 Cu. In.) Six	17	24	15	20
Available 5.0 Liter (305 Cu. In.) V8	16*	20	†305 Cu. In. not avail. on G20 model.	
Available 5.7 Liter (350 Cu. In.) V8	15	19	14*	18

*With available automatic transmission.

Remember: Compare the "estimated MPG" to the "estimated MPG" of other vehicles. You may get different mileage, depending on how fast you drive, weather conditions, and trip length. Actual highway mileage will probably be less than the estimated highway fuel economy.

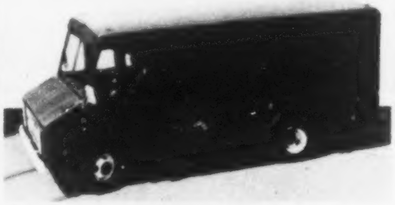
SPORTVAN. Available seating for up to a dozen people depending on equipment and model. Quick release seats let you switch easily between people-carrying and cargo-carrying.

THE CUTAWAY VAN. This hard-working fleet truck gets a good start in life. Chevy Van toughness in front and underneath, backed by whatever you want to custom-tailor. 125" and 146" wheelbases. Dual rear wheels available for GVW ratings up to 10,000 lbs.

FOR SPECIAL VOCATIONS.

Ask your dealer about this easy way to have your Chevy Van all set up and ready to go. Special vocational equipment packages are available on special order for general service, plumbing, heating, air conditioning, electric-gas appliance and other service applications.

THE HI-CUBE VAN. Want a little higher and wider body on your Chevy Van? The Hi-Cube provides it with all the other basics of a rugged Chevy Van. It's built on wheelbases of 125" and 146." A selection of bodies gives a range of load spaces from 384 cu. ft. to 570 cu. ft.



THE STEP-VAN. Walk-through roominess. The short 102"-wheelbase Chevy Step-Van is big on maneuverability, comes with either a 7- or 8-ft. steel body or an 8-ft. aluminum body. Step-Van King offers wheelbases of 125, 133 and 157 in. Body choices are 10, 12 or 14 ft. A 76" inside height is available in all models—80" in aluminum bodies. You have three rear door styles to select from.

LET CHEVY'S TOUGH LINE HELP YOUR BOTTOM LINE.

CHEVY TRUCKS

CHEVY TRUCKS. CHEVY DEALERS, CHEVY PEOPLE:

THE PROVEN PERFORMERS

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NAFA AFFILIATE

Our Sight-Draft System Is Something You Can Bank On.

With some fleet dealers, the size of their drop-ship network is in direct proportion to the amount of confusion they create for their clients.

But with the exclusive Grossinger Sight-Draft System, drop-ship confusion is eliminated. Delivering dealers are paid instantly when the driver signs our Sight-Draft and accepts delivery of the unit. Leasing companies know to the day when new units are delivered and used units are turned in.

Additional billing is eliminated. Delivery dates are verified by signature. Leasing companies, drivers and the delivering dealers in Grossinger's extensive drop-ship network are all happy. We invented the Sight-Draft System, so you can bank on it.

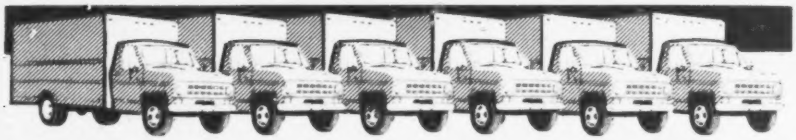
CALL (312) 561-6700

PONTIAC

GROSSINGER PONTIAC, INC.
NATIONAL FLEET DIVISION
2650 West Lawrence Avenue
Chicago, Illinois 60625

CHARLES J. GORDON
National Director
of Fleet Sales

Circle 109 on Inquiry Card



LEASE YOUR COMPANY'S CARS and TRUCKS from the nation's OPTIMUM LESSOR!

The big ones are too much — and the smaller ones just can't lift enough weight. TRANS-NATIONAL provides: Maximum fleet discounts on new units. • Low depreciation used unit disposal. • Simplified, more accurate paper work. • Excellent "software" in data processing. • National tire programs. • Escrow maintenance programs. • Someone familiar with your account to talk to when you call. • Full national (and Canadian) capability. • Most important — a low cents/mile net cost of leasing!

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Ford FALS WORLDS LARGEST LEASING FORD AUTHORIZED LEASING SYSTEM

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personnel personals

Peterson, Howell & Heather, Inc., a wholly-owned subsidiary of PHH Group, Inc., is being headed by **Eugene A. Arbaugh,** who has been named president, according to Jerome W. Geckle, PHH Group President.

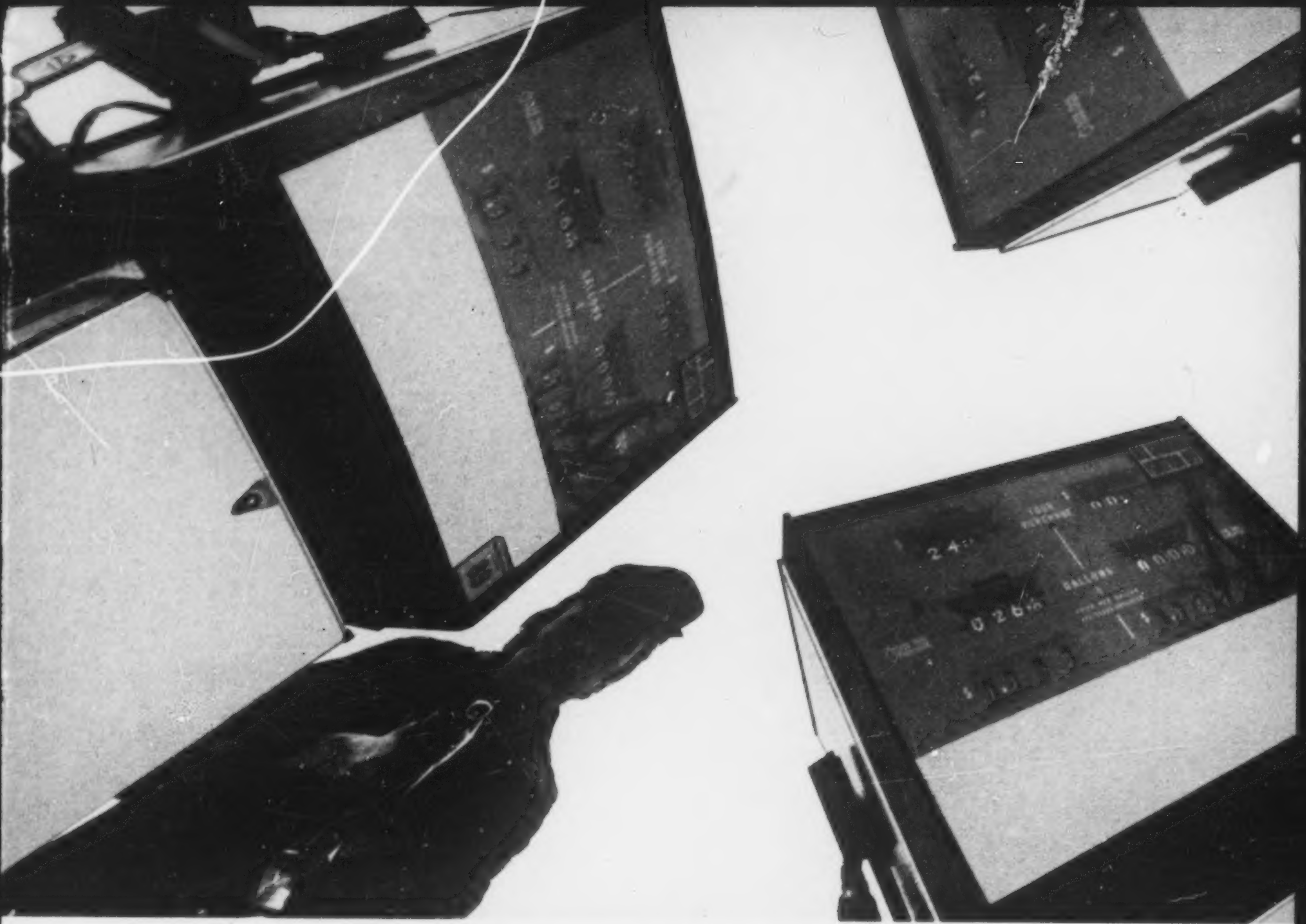
ARBAUGH

HUTCHINS

Arbaugh is in charge of the fleet and management services company and reports to **A. Samuel Penn,** senior vice president of PHH Group, who is responsible for all vehicle related services. In making the announcement, Geckle said, "naming Gene president of Peterson, Howell & Heather is part of an effort that began last year to develop Peterson, Howell & Heather as a complete operating entity. Gene's administrative ability as executive vice president for car services made him the obvious candidate to continue this progress."

Stu Hutchins has been named executive director of United Vehicle Services, which offers low-net-cost mass buying power to members for insurance, tires and auto supplies.

William R. Henderson, area fleet manager for the Oldsmobile Division in Minneapolis since 1976, has been promoted to assistant zone manager in St. Louis. **Orval B. Marrs,** area fleet manager in Kansas City, has been tapped to succeed Henderson in Minneapolis. **Suzanne B. Miller** has been promoted to Marrs' post in Kansas City after serving in Oklahoma City as office manager-car distribution since 1977.



FIGHT HIGHWAY ROBBERY.

Defend yourself with The Platinum Gasaver™.

A catalytic device using platinum to save an average of 15% to 20%* on your gas costs.

(A catalyst, by the way, is a substance which helps accelerate a chemical reaction, such as the speed of combustion of gasoline in an engine.)

And platinum, one of the most precious metals known to man, is the best known catalyst used to help burn your gasoline more completely.

The Platinum Gasaver works like this.

A reservoir filled with a special platinum solution is placed under the hood. A tube from the reservoir leads to one of the vacuum hoses going into the engine.

Engine vacuum draws air through the platinum solution making bubbles.

Each bubble carries platinum atoms to the combustion surfaces of the engine to start the catalytic process.

To make a long story short, The Platinum Gasaver gives you more useful energy from the same amount of gas.†

This means a real saving of 15% to 20% of fuel consumption.

Which means 15% to 20% more miles from each tankful of gas.

Which means an incredible 15% to 20% savings for all fleet operators at the end of the year.

GASAVER SOLUTION

The Platinum Gasaver‡ is safe, easy to install, warranteed, and available now. Only through us.

Now, you can't change the price of gas, but you can fill out the coupon. Or call, (212)759-4295

And become a hero at your company.

Name: ____________________

Title: ____________________

Company: ____________________

City/State/Zip: ____________________

____

Telephone: ____________________

No. of cars in your fleet: __________

☐ Fleet Manager

☐ Wholesale/Jobber

☐ Sales Rep ☐ Dealer

PLATCO

866 Third Avenue New York N.Y. 10022

---

* As demonstrated by manufacturer's test. ‡ Patent Pending

† It also reduces pollution by 20% as certified by an independent EPA approved test

Circle 111 on Inquiry Card

personnel personals

Francis D. Taylor, fleet administrator for Graco Inc. for the past 12 years, is retiring at the end of this month after 22 years of service to the company. Prior to assuming his role as fleet administrator, Taylor had been administrative assistant to the firm's general sales manager. Active in the North Central Chapter of NAFA, he held a number of offices, including chapter vice chairman, program chairman and chairman of the annual golf outing. He plans to remain active in the chapter and hopes to continue working in the automotive industry after a brief hiatus.

Donlen Leasing has announced four changes in personnel with **Robert Piot** being named national sales manager, **Jonathan Ahlberg** as Midwest sales manager, **Dean Mallires** as Central Region sales manager and **Wendel Porter** as director of client relations.

PIOT

AHLBERG

MALLIRES

PORTER

Jim Madsen has joined the staff of Ridge Motors (Pontiac) of Des Plaines, Illinois, as fleet manager. He formerly held a similar position with Dan Wolf Pontiac of LaGrange.

Al Silver has been named national fleet manager of Schaumburg Dodge, Schaumburg, Illinois. Silver formerly was fleet manager with Buffalo Grove Dodge.

Lease Trend Company, an automobile and truck fleet leasing company located in suburban Philadelphia, has named **Thomas W. Hutchins** president. He comes to the company after serving as vice president-sales and marketing for Rollins Auto Leasing Corp. Lease Trend is the new name for the former Flourtown Leasing, Inc., which was acquired in 1978 by Conn-Trend, Inc., which also recently changed its name to Lease Trend.

Still...
1
Number
One
in
Buick
Fleet
Sales
Since 1975

You'll like
the way
we do business.

Stillman & Hoag

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NAFA
AFFILIATE

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HOW TO KEEP A BIG FLEET FROM TURNING INTO A BIG HEADACHE.

Keeping the family wheels rolling can be tough enough.

But when you're in charge of hundreds of vehicles, your problems can multiply faster than the rattles in a '55 jalopy.

That's why you need Commercial Credit/McCullagh Leasing, Inc.

We got to be one of the nation's largest leasing companies by giving each client the kind of personal attention and courteous, thorough service we'd expect ourselves.

We offer a complete selection of domestic cars, convenient purchase and disposal service, pre-conditioning at one of our prep centers and delivery direct to your door.

A nationwide tire and automotive services program is also available, with service centers all across the country, plus a management information system to help you operate your fleet more efficiently.

Why not give us a call today? We'll help get your company on the road to more profitable, hassle-free leasing.

Commercial Credit/McCullagh Leasing, Inc. is part of the $5 billion Commercial Credit family of companies which offers business loans, educational services, business credit insurance, vehicle leasing, aircraft/equipment leasing and financing, factoring, collection services, real estate financing and much more.

Commercial Credit operates throughout the U.S., Canada, Europe, Japan and the Middle East.

For more information, call the nearest Commercial Credit/McCullagh Leasing office:

Atlanta	(404)	455-6220
Baltimore	(301)	574-5100
Charlotte	(704)	536-8570
Chicago	(312)	629-7150
Dallas	(214)	387-2153
Denver	(303)	344-0660
Detroit	(313)	296-4200
Hartford	(203)	569-3900
Houston	(713)	777-7312
Kansas City	(816)	373-1100
Los Angeles	(714)	956-8910
Louisville	(502)	459-3134
Memphis	(601)	393-7363
Minneapolis	(612)	830-6520
Montgomery	(205)	272-8010
New York	(914)	834-0900
Orlando	(305)	859-8570
Philadelphia	(215)	692-8600
Pittsburgh	(412)	443-7241
Portland	(503)	255-7403
San Francisco	(415)	342-9701
Syracuse	(315)	425-9651

In Canada, contact Commercial Credit Corporation, Ltd.

COMMERCIAL CREDIT/
McCULLAGH LEASING, INC.
a financial service of
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Fleet Sales
& Courtesy Delivery

PHILA.
E. PENNA.
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- COURTESY DELIVERIES
- PROMPT BILLING
- 500 CAR INVENTORY
- SERVICE TO FACTORY SPECS.
- DROP SHIPMENTS

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CHEVROLET

Complete Fleet Sales Program
JACK SHERVIN Fleet and Leasing V.P.
RON WEINGRAD Fleet Manager

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SLOANE CHEVROLET
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HOT OR COLD

ANY WAY YOU WANT IT
AQUA BLAST Gives you
CLEANING POWER!

Water only	Portable pump
Detergent mix	Remote Control
Disinfectant mix	Automatic shut off
Pipeline system	Variable pressure

10 models, up to 10 gpm at 2000 psi

Let us demonstrate
on your cleaning problems.
Full one year guarantee.

AQUA BLAST
CENTRAL CLEANING SYSTEMS
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Decatur, IN 46733

Circle 115 on Inquiry Card

personnel personals

C.I.T. Service Leasing has named **Don M. Howard** as Dallas regional sales manager. Howard will cover Texas, eastern Louisiana and southern Oklahoma for the auto and truck leasing firm, and will make his headquarters in Dallas. Prior to joining C.I.T., Howard had extensive fleet sales and management experience working for the past 15 years with the Chrysler Corporation and several auto dealerships in a fleet capacity.

HOWARD

BENNER

Larry Benner, former fleet manager of Nalley Chevrolet, has been named vice president and general manager of the Atlanta dealership. Assuming Benner's role as fleet manager is **Bill Trussell.** Benner formerly worked for the Chevrolet Motor Division and is a recent graduate of the Chevrolet Dealership Management School.

The appointment of **Craig R. Koch** as vice president of the Hertz Corporation and General manager of Hertz Rent-A-Car was announced by Frank A. Olson, Hertz president and chief executive officer. In his new role, Koch, working out of Hertz Worldwide Headquarters in New York City, will be responsible for rent-a-car activities in the U.S., Canada, Latin America and the Caribbean. Koch most recently was division vice president-Hertz Europe and was headquartered in London.

Manhattan
fleet buyers
ATTENTION!

Experience is still
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Our expert advice and handling of all types of fleet programs have proven profitable to our customers–

call this "know-how" organization for a dependable fleet of any automotive product from–

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MERCURY
LINCOLN

- Large inventory of all models
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7-018

Manhattan Ford,
Lincoln Mercury, Inc.
555 W. 57th St., New York, N.Y. 10019

Circle 116 on Inquiry Card

personnel personals

Bob Blond has joined Adesco, Inc., the marketing arm of Minnehoma Insurance Company, as vice president-national accounts. The company provides extended service contracts to the automotive industry. Blond will work out of the company's headquarters in Tulsa, Oklahoma.

A.F. (Frank) Murphy has been named assistant zone manager in Dallas for the Pontiac Motor Division. He leaves his post as fleet manager-Jacksonville. **R.L. (Roger) Ackels** has been moved from his post as fleet manager-New York to take Murphy's position and **H.C. (Kathy) Hall** has been reassigned from Pontiac's central office to fill Ackels' New York post.

At Avis' car leasing division, three department directors have been elevated to vice presidents. **William A. Ploof** was promoted to vice president-vehicle distribution, **Robert A. McDevitt** was named vice president-used car sales, and **Rodger O'Donnell** was promoted to vice president-customer administration. In Philadelphia, **William Holtz** was named district manager for Avis Leasing Corporation. The rent-a-car system of Avis in the meantime has bolstered its marketing organization with the appointment of six executives to corporate ahd marketing posts. Appointed were: **Randall W. Hackett**, senior vice president-marketing; **Robert R. Mahmarian**, vice president-marketing and sales, U.S. Rent-A-Car division; **Tom M. Swartele**, vice president-marketing, Europe, and **Dr. Wendy McQuillan**, director-marketing research.

Today $20 worth of gas will get you from Washington, D.C. to Boston. In 1982 would you believe... New York City?*

Between ever accelerating costs and the fuel crunch, many fleet operators are losing their drive. In fact by 1982, your fleet's effectiveness could be cut to half speed as operating costs will have probably doubled.

So shift gears now and plan for the future with... The Associates Econo-Misers.

We have the answers when it comes to type of use, resale value, availability, trunk space, image, comfort, and most importantly, the latest fuel-efficient combinations. Pioneering a whole new dimension in fleet leasing, we've analyzed all the 1980 models, enabling us to combine the right fleet with the most cost-efficient leasing program for you.

We not only offer management help so you can tend to business instead of your fleet, we also help you deal with costly decisions today ensuring a more profitable tomorrow.

We're The Associates... American Pioneer of Transportation Finance. Nobody knows transportation like we do. It's been our business for over 60 years. So, let The Associates Econo-Misers get more mileage out of your fleet today, tomorrow and in 1982!

**Based on the 1980 cost per gallon of gasoline of $1.00 and an EPA average of 20 miles per gallon vs. a projected 1982 cost per gallon of $2.00 in the same car averaging 20 miles per gallon.*

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Vehicle Leasing
2340 So. Arlington Heights Rd.
Arlington Heights, IL 60005
Call: Toll Free 800-323-0599
In Illinois call collect
(312) 364-3700

To: JOHN CAIN, Vice President
Auto Fleet Leasing Group · Associates Leasing, Inc.
2340 So. Arlington Heights Rd., Arlington Heights, IL 60005

YES! I want to get more mileage out of my fleet!
Please have The Associates Econo-Miser phone me right away!

Name ______________________ Title ______________________
Company ______________________
Address ______________ City ______________ State ______ Zip ______
(Area Code) Phone ______________________
We operate ______ (No. of) Cars ☐ Lease ☐ Sales Exec. Reimbursement ☐ Co. Owned

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POTAMKIN

Chevrolet

George Emmons
Truck & Fleet Mgr.

Mike Renteria
Fleet Mgr.

Auto and Truck
FLEET SALES

700 Car Inventory*
100 Truck Inventory*

*Inventory continually increased to insure prompt volume deliveries.

★ America's Largest GM DEALER ★

NAFA AFFILIATE

We Deliver Anywhere- even to your customer's door.

Prompt Billing • Drop Shipment • Courtesy Deliveries

Jeanne Thalman
Fleet Assistant

Jim Piccoli
Assistant Truck & Fleet Mgr.

Maria Verdecchio
Fleet Assistant

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Philadelphia, PA 19147

(215) 467-5400

Circle 118 on Inquiry Card

hotline. . .

late breaking news . . . insider reports . . . legislation

- *GM REPORTEDLY TO RESPOND TO DEALER WOES. . . of high interest rates and waning profits as the prime rate sets new highs. Although unconfirmed at presstime, there is talk of a possible announcement shortly that the nation's top automaker would be extending interest-free flooring for 15 to 25 days and increasing the customary two-percent holdback to three-percent for all cars ordered after April 1. If GM goes through with the plan, it will be viewed by industry observers as a bold move to strengthen the dealer network after heavy pressures from NADA and various dealer councils on the manufacturers to do something in light of latest upward spiral of inflation. The move may also be an incentive for more dealers to get back into the fleet business as existing numbers of in-stock vehicles have been thinned to counter high floorplanning costs.*

- *THE NEW CHRYSLER CORPORATION OFFERS $450 REBATE TO FLEET BUYERS. . . of 1980 Plymouth Voyagers, Dodge Vans, Kary Vans, Sportmans, Diplomats, Miradas, Chrysler LeBarons and Cordobas. The cash-back offer is being made in lieu of the company's standard fleet purchase and daily rental purchase programs. The payment applies to the eligible vehicles delivered on or after March 1 through April 10 or on new orders received by zone offices by April 10 scheduled for delivery within 60 days. In addition, the company is extending its no-charge scheduled maintenance program, previously offered only to buyers of vehicles for personal use, to the fleet industry. The program, which includes oil and filter changes, will service eligible domestic vehicles according to manufacturers specifications for free during the first 24 months or 24,000 miles of the vehicle's life. Import vehicles sold by Chrysler, are eligible to receive maintenance for the first year or 12,000 miles or whichever comes first. The program will apply to any fleet vehicle, except police or emergency service, used for hire, taxi, limousine, livery, driver education, special bid units, motor homes, modified vehicles or dealer demonstrator models, delivered since January 1.*

- *TOP EXECUTIVES WOOED BY LINCOLN-MERCURY TO LEASE LUXURY CARS. . . by way of a special car leasing offer. Lincoln-Mercury has sent VIP Leasing Certificates redeemable for $1,000 to top corporate officers when that person or his company leases a 1980 Lincoln-Continental, Continental Mark VI or Lincoln Versailles from a Lincoln-Mercury dealer. The offer is being extended through April 15.*

- *UNIROYAL TO RECALL TWO MILLION STEEL BELTED RADIAL TIRES. . . making it the second largest tire recall in history. The largest recall involved 10-million Firestone 500's, a program that is being extended indefinitely rather than ending at the previously announced April 15, 1980 deadline. The Uniroyal recall involved the company's Zeta 40 PR6 and TPC PR6 tires in the LR78-15 size manufactured in 1975 and 1976. According to the NHTSA, most of the tires are the TPC PR6's, which were used as original equipment on some full-size 1975, 1976 and 1977 General Motors cars.*

- *SHORT TAKES. . . Toyota Motor Sales, U.S.A. announced that it is changing the name of its U.S. truck bed manufacturing facility from Toyota Long Beach Fabricators, Inc., to Toyota Motor Manufacturing, U.S.A., Inc. . . The Electric Vehicle Council will sponsor an international electric vehicle conference and exposition at the St. Louis, Missouri Cervantes Convention Center, May 20-22 . . . Cadillac will offer a six-cylinder powerplant for the first time as the Buick-built 4.1-liter V6 will be an option for the deVille and Fleetwood Brougham as of April 1. . . A GM replacement for the Chevette, called the S-car, is due in the U.S. market by 1985 and will make its European debut in late 1983.*

TO ALL FLEET, LEASE AND RENTAL EXECUTIVES:

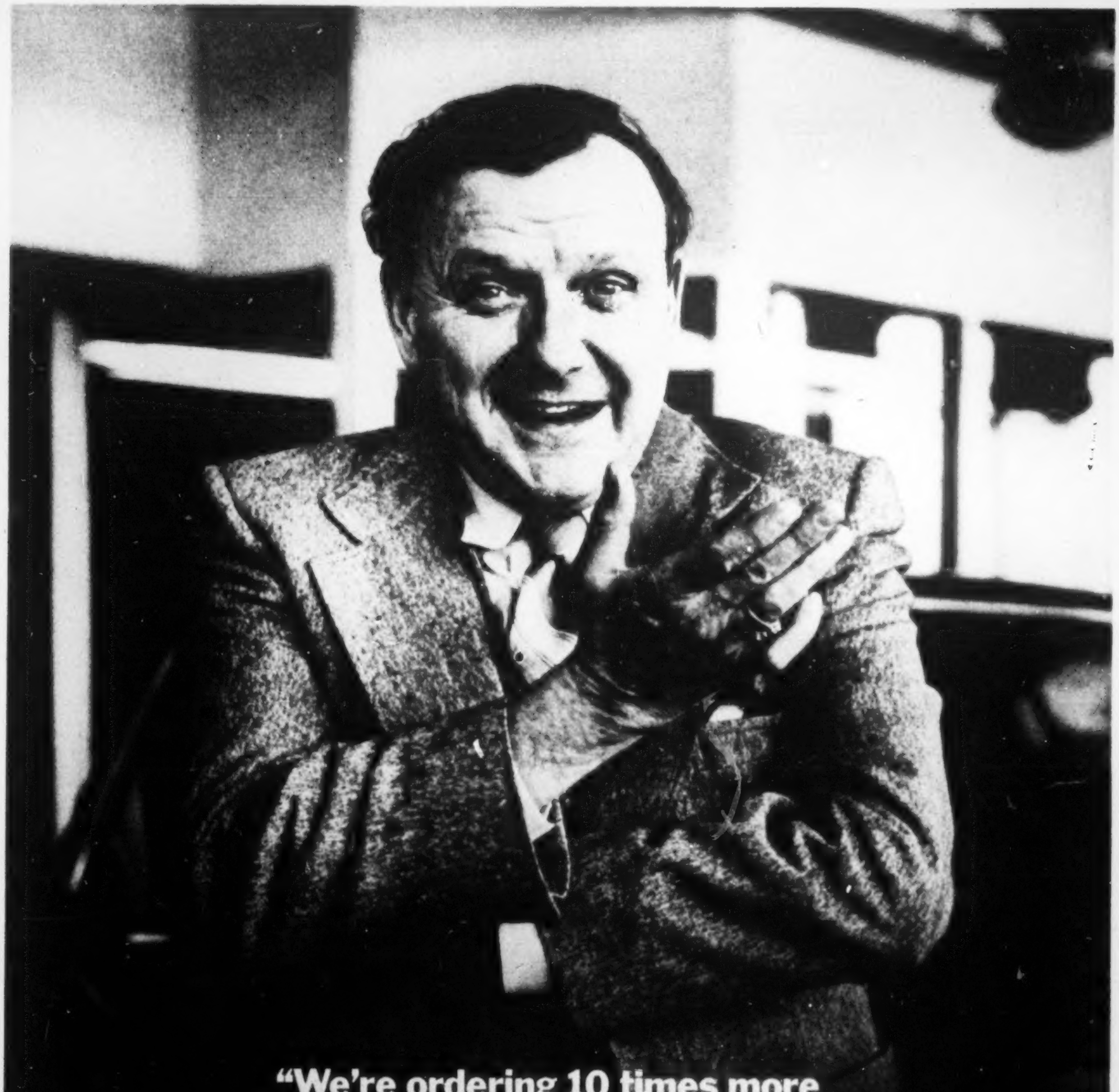
'TILT' YOUR CHEVETTES!

- TILT-WHEEL (N33) your demos and inventory—it's the low-cost convenience option that adds to driver satisfaction.
- TILT-WHEEL means easier in, easier out... fits your Chevettes to all-size drivers.
- Buyers who've had TILT-WHEEL on other GM cars will appreciate it on Chevettes, too.
- TILT-WHEEL is factory-installed—TILT your orders now, your drivers will thank you later.
- TILT-WHEEL is another GM small-car plus for you at resale time.

Saginaw Steering Gear Division

Saginaw GM

Circle 119 on Inquiry Card



"We're ordering 10 times more fleet inventory with Cruise Control than just two years ago."

James L. Long, Long Chevrolet, Elmhurst, Illinois

Why? "Fleet customers are beginning to realize that Cruise Control adds to the book value of the vehicle. We're getting more fleet requests for Cruise Control—so we're ordering more fleet stock inventory with it," explains James Long. Fleet buyers are ordering their "inventory" with K30 because it's good business and that's even more reason for GM dealers to do so, too. Today's car buyers are value conscious—and Cruise Control is proven added value today.

Cruise Control is the specifically engineered, factory-installed option that's right for the times. Combine its extra resale value with its day-to-day convenience in driving, and you can see why more and more dealers are ordering K30 on their demos and inventory—and why Cruise Control sales are 10 times greater nationally than just eight years ago. Profit-minded dealers are specifying Cruise Control for their demonstrators, and for inventory. Good reason to specify K30.

AC Spark Plug Division, General Motors Corporation
1300 North Dort Highway, Flint, Michigan 48556

Circle 120 on Inquiry Card

1. STATISTICS

Fleet figures by type and size as of 1/1/80

TYPE OF FLEET		Total Leased
Business Fleets—25 or more cars		
Salesman Owned	348,000	
Company Owned	215,000	
Leased by Companies (By Types of Lease)		
Finance & Management	1,580,000	1,580,000
Partial/Full Maintenance	184,000	184,000
Net/Fixed	121,000	121,000
Total 25+ Business Fleets		1,885,000
Business Fleets—10-24 Cars		
Owned	470,000	
Leased	256,000	256,000
Individually Leased	1,690,000	1,690,000
Total Fleet Leased		3,831,000

INDIVIDUAL LEASING 1/1/80

	Dealers	Indep. Lessors	Total
No. of Lessors	20,800	1,900	
No. of Individually Leased Cars	1,434,000	256,000	1,690,000
No. Fleet Leased Cars 25 or more	89,000	1,796,000	1,885,000
No. Fleet Leased Cars 10-24	49,000	207,000	256,000
			3,831,000

OTHER FLEETS

Government	645,000
Utilities	529,000
Police	291,000
Taxi	207,000
Daily Rental	462,000
Driver School	21,000
Total (Excluding Business Fleets)	2,155,000

NOTE:
Estimate of number of Cars in Fleets of 4 or more 10,428,000

U.S. TRUCKS IN RENTAL AND LEASING

Daily Rental		194,000
Leasing:		
Full Service	337,000	
Finance & Management	478,000	
		815,000
Total Truck Leasing/Rental		996,000

	Daily Rental	Leasing
Under 10,000 GVW	59%	64%
10,000-19,501 GVW	10%	22%
Over 19,501 GVW	31%	14%

New Fleet Vehicles Registered

CARS — On all accounts buying 10 or more new units each year. In Thousands

	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979
Renting/Leasing	669	756	732	902	750	707	833	962	1,117	1,030
Commercial	168	200	186	216	178	150	181	205	216	211
R/L + Commercial	837	956	918	1,118	928	856	1,014	1,167	1,333	1,241
Government*	102	92	98	111	108	93	90	98	99	89
TOTAL	939	1,048	1,016	1,229	1,036	950	1,104	1,265	1,432	1,330

TRUCKS — On all accounts buying 10 or more new units each year. In Thousands

	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979
Renting/Leasing	108	100	117	167	145	115	148	204	242	226
Commercial	164	164	183	220	194	127	152	200	231	246
R/L + Commercial	272	264	300	387	339	242	300	404	473	472
Government*	75	73	69	78	80	76	65	73	80	86
TOTAL	347	337	369	465	419	318	365	477	553	558

*Excludes Federal Government

Firestone announces a national account V.I.P. Program that'll protect your fleet from Long Beach to Long Island.

When you're part of Firestone's new V.I.P. program, you've got guaranteed parts and service protection everywhere.

Because the warranties we hand out are honored from coast to coast. By all Firestone automotive service centers handily located in between.

So the person behind the wheel is never behind the eight ball. He's got someone close by with all the services he needs. Brakes, cooling system, tune-ups, alignment, whatever.

And tires as practical as the gas saving Steel Belted Radial 721™ Fuel Fighter™ and Steeltex® light truck radial.

And you've got centralized billing, monthly invoicing and uniform discounts nationwide. No wonder the initial fleet reaction to V.I.P. has been a resounding O.K.

Firestone

Get the facts on V.I.P.
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Please send me full details on Firestone's new National Accounts V.I.P. Program.

Name ____________________

Company ____________________

Address ____________________

City ________ State ______ Zip ______

Circle 121 on Inquiry Card

Fleet Registrations By Month And Year

Totals include all fleets of 10 or more units.

	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979
JAN	73,671	89,138	85,671	95,507	99,776	86,925	81,419	93,226	111,651	117,455	136,778
FEB	80,244	86,197	92,785	88,081	110,001	85,625	61,590	85,445	103,849	117,726	118,112
MAR	88,034	102,653	103,520	91,278	108,570	87,302	79,099	90,890	102,672	124,982	127,114
APR	98,903	98,968	94,809	85,765	96,923	93,033	74,925	105,378	116,813	125,334	127,626
MAY	108,824	104,818	91,287	89,908	104,438	91,431	87,239	114,060	122,224	128,161	129,908
JUN	100,151	111,532	90,470	89,350	133,132	89,173	93,607	115,903	134,231	143,766	126,107
JUL	82,897	90,430	70,491	64,858	110,151	81,105	76,901	91,462	96,991	126,709	112,889
AUG	43,327	40,217	43,669	50,465	78,167	55,155	49,392	60,270	78,737	98,608	82,593
SEP	41,415	33,004	45,209	41,966	46,146	77,154	50,009	50,458	65,181	72,024	37,708
OCT	109,817	74,728	112,715	94,116	102,441	92,739	101,963	91,153	102,549	117,804	96,414
NOV	110,968	75,849	117,515	113,582	130,962	109,736	85,519	106,077	133,812	148,787	104,463
DEC	154,341	101,019	149,797	200,560	169,852	134,069	113,600	160,485	175,642	183,453	155,000*
Total	1,092,592	1,008,553	1,097,938	1,105,436	1,290,558	1,083,447	955,158	1,164,807	1,344,352	1,504,809	1,354,712*

*ESTIMATED

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1979 Model Year Registrations Fleet vs. Retail

MODEL	RETAIL TOTALS	FLEET TOTALS	% FLEET VS. RETAIL
Continental-Mark-Versailles*	149,717	36,417	
Riviera	41,864	5,146	
Cadillac	268,075	49,175	
Toronado	38,216	4,820	
Total Luxury	**497,872**	**95,558**	**19.2%**
Chrysler	81,976	24,120	
Mercury*	103,891	17,384	
Buick	211,165	27,354	
Oldsmobile	289,926	49,608	
Pontiac	153,296	27,832	
St. Regis	23,686	9,250	
Ford	271,243	74,951	
Chevrolet	349,132	145,925	
Total Standard	**1,484,315**	**376,424**	**25.4%**
Wagoneer	25,733	8,591	
Cordoba	65,013	9,634	
Magnum	27,693	3,658	
LeBaron	109,259	27,499	
Diplomat	54,433	12,255	
LTD II	44,369	16,588	
Thunderbird	207,681	39,264	
Cougar/XR-7*	139,355	32,489	
Century	277,985	33,836	
Chevelle/Malibu	268,488	82,974	
Monte Carlo	252,889	39,137	
Cutlass	442,274	71,909	
LeMans	91,756	28,951	
Grand Prix	167,818	27,316	
Granada	159,832	31,557	
Monarch*	62,252	15,294	
Total Intermediate	**2,396,830**	**480,952**	**20.1%**

MODEL	RETAIL TOTALS	FLEET TOTALS	% FLEET VS. RETAIL
Concord/Pacer/Cherokee	147,168	31,794	
Volare	176,705	55,953	
Aspen	126,139	28,750	
Fairmont	337,864	60,273	
Zephyr*	101,663	20,342	
Skylark	82,915	8,422	
Nova	218,574	38,119	
Omega	38,673	3,185	
Phoenix	60,997	5,269	
Total Compact	**1,290,698**	**252,107**	**19.5%**
Spirit/CJ5-7	124,854	13,283	
Omni	121,174	6,406	
Horizon	144,805	7,956	
Pinto	183,241	22,135	
Bobcat*	44,189	4,512	
Chevette	310,257	30,845	
Total Subcompact	**928,610**	**85,137**	**9.2%**
Capri	89,176	12,369	
Mustang	280,160	25,042	
Skyhawk	19,535	249	
Monza	150,539	3,894	
Starfire	19,144	302	
Sunbird	90,409	1,812	
Camaro	196,285	26,266	
Firebird	144,156	19,992	
Corvette	36,988	3,538	
Total Sports	**1,026,392**	**93,464**	**9.1%**
Voyager	10,202	2,879	
Sportsman	31,264	10,746	
Club Wagon	41,436	11,268	
Sport Van	26,203	6,771	
Total	**109,105**	**31,664**	**29.0%**
Total Domestic	**7,733,822**	**1,415,306**	**18.3%**
Total Miscellaneous (Domestic & Import)	**2,220,417**	**125,948**	**5.7%**
Total Industry	**9,954,239**	**1,541,254**	**15.5%**
Sales figures			

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We feel that reading an ad may not provide enough information for your decision.
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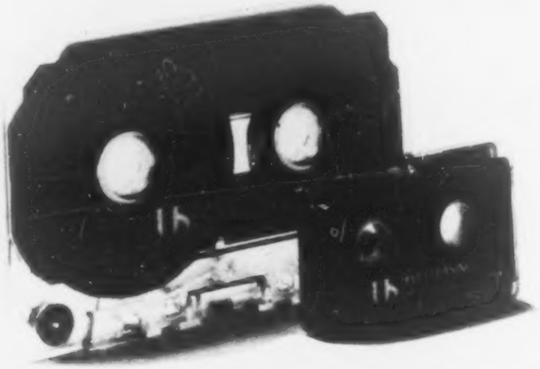

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U.S. CARS IN FLEETS BY TYPE OF BUSINESS

(1969 to 1979)

SOURCE: AUTOMOTIVE FLEET'S RESEARCH DEPT.

TYPE OF FLEET

CARS (In Thousands)

Business Fleets—25 or more	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978	1979
Salesman Owned	438	419	411	392	381	373	364	357	353	350	348
Company Owned	243	228	236	223	217	209	204	198	195	208	215
Leased by Companies (By Types of Lease)											
Finance & Management	638	706	732	918	1,226	1,235	1,262	1,391	1,412	1,540	1,580
Partial/Full Maintenance	381	368	373	303	247	272	268	262	258	187	184
Net/Fixed	84	131	126	134	118	139	136	125	133	123	121
TOTAL Fleet Leased	1,103	1,205	1,231	1,355	1,591	1,646	1,666	1,778	1,803	1,850	1,885
Business Fleets—10-24 cars											
Owned	641	553	563	537	521	506	501	496	488	475	470
Leased	85	99	105	128	153	168	174	211	228	241	256
Individually Leased	697	803	834	925	994	1,008	1,072	1,217	1,385	1,610	1,690
Other Fleets											
Government	594	601	611	592	598	611	628	635	642	648	645
Utilities	404	416	421	438	467	482	497	508	518	523	529
Police	191	207	218	236	249	261	278	286	292	294	291
Taxi	169	171	174	177	182	185	193	202	202	205	207
Daily Rental	297	314	319	341	364	361	354	373	385	448	462
Driver School	27	25	27	29	27	26	25	26	26	24	21
TOTAL (Excluding Business Fleets)	1,682	1,724	1,770	1,813	1,887	1,926	1,975	2,030	2,065	2,142	2,155
NOTE: Number of Cars in Fleets of 4 or More	9,780	9,992	10,070	10,094	10,214	10,324	10,398	10,403	10,414	10,423	10,428

TRUCKS IN RENTAL AND LEASING (In Thousands)

Daily Rental	101	128	136	147	162	165	157	155	158	182	194
Leasing											
Full Service	304	318	330	348	361	373	366	354	346	340	337
Finance & Management	208	240	254	291	327	352	373	411	436	462	478
TOTAL—Truck Leasing	512	558	584	639	688	725	739	765	782	802	815

By GVW — 1/1/80

	Daily Rental	Leasing
Under 10,000 GVW	59%	64%
10,000-19,501 GVW	10%	22%
Over 19,501 GVW	31%	14%

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What's more, cars built so well to begin with that they can be warranted like this are designed to be on the road a lot more and in the shop a lot less. And isn't that one of the things you want most from your fleet of cars?

And Stradas save you gas as well as downtime. Because they come with a gas-saving 5th gear, standard, which helps give Stradas the best mileage of any compacts in America. An economical EPA estimated ㉕ MPG, 35 MPG highway. Remember: compare this estimate to the estimated MPG of other cars. You may get different mileage depending on speed, weather, and trip length. Highway mileage will probably be less.

For more information on the Fiat Fleet Purchase Program contact any authorized Fiat Dealer or B. J. Silveria, National Fleet & Leasing Manager, Fiat Motors of North America, Inc., 155 Chestnut Ridge Road, Montvale, N.J. 07645. Telephone: (201) 573-3902.

A FIAT FLEET. IT FIGURES. FIAT

*There are certain limitations and exclusions. See your dealer for details.

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Size and Model Cars Purchased by Major Leasing Companies in 1979

	SIZE AND MODEL					
	Standard	Intermediate	Large	Compact	Subcompact	Imports
	Chevrolet Cougar Ford LTD Newport	Century Chevelle Cutlass Diplomat Granada Grand Prix Le Baron Le Mans Monarch Monte Carlo Regal Thunderbird	Buick Cadillac Continental Cordoba Mercury Oldsmobile Pontiac Versailles St. Regis New York	Aspen Camaro Concord Fairmont Firebird Nova Omega Pacer Phoenix Skylark Volare Zephyr	Bobcat Chevette Monza Mustang Pinto Skyhawk Starfire Sunbird Capri Spirit Horizon Omni	All Foreign Made Cars
AVIS	49.0%	32.0%	15.0%	2.0%	1.0%	1.0%
AUTOMOTIVE RENTALS, INC.	22.0%	42.0%	4.0%	29.0%	2.0%	1.0%
CIT SERVICE LEASING	**31.0%**	**43.0%**	**7.0%**	**12.0%**	**5.0%**	**2.0%**
GAMBLES C&M LEASING	10.0%	40.0%	5.0%	40.0%	4.0%	1.0%
GELCO	**28.5%**	**43.5%**	**2.0%**	**25.5%**	—	**.5%**
HERTZ	24.0%	40.0%	3.0%	18.0%	7.0%	8.0%
LEASEWAY TRANSPORTATION	**(28.0%)**	**44.0%**	**(28.0%)**	**26.0%**	**2.0%**	—
LEND-LEASE TRANSPORTATION	47.8%	32.4%	7.0%	9.0%	1.0%	2.8%
COMMERCIAL CREDIT/McCULLAGH	**28.5%**	**38.4%**	**6.2%**	**22.3%**	**1.2%**	**3.4%**
PETERSON, HOWELL & HEATHER	8.9%	52.0%	4.7%	28.0%	5.5%	.9%
U.S. FLEET LEASING	**15.0%**	**50.0%**	**4.0%**	**25.0%**	**5.0%**	**1.0%**
WHEELS	45.1%	36.1%	12.9%	5.3%	.3%	.3%

*** Less than 1%** **( ) Combines both standard and large**

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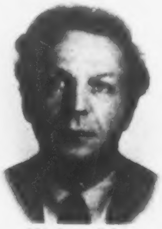

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Fleet Registrations By Make

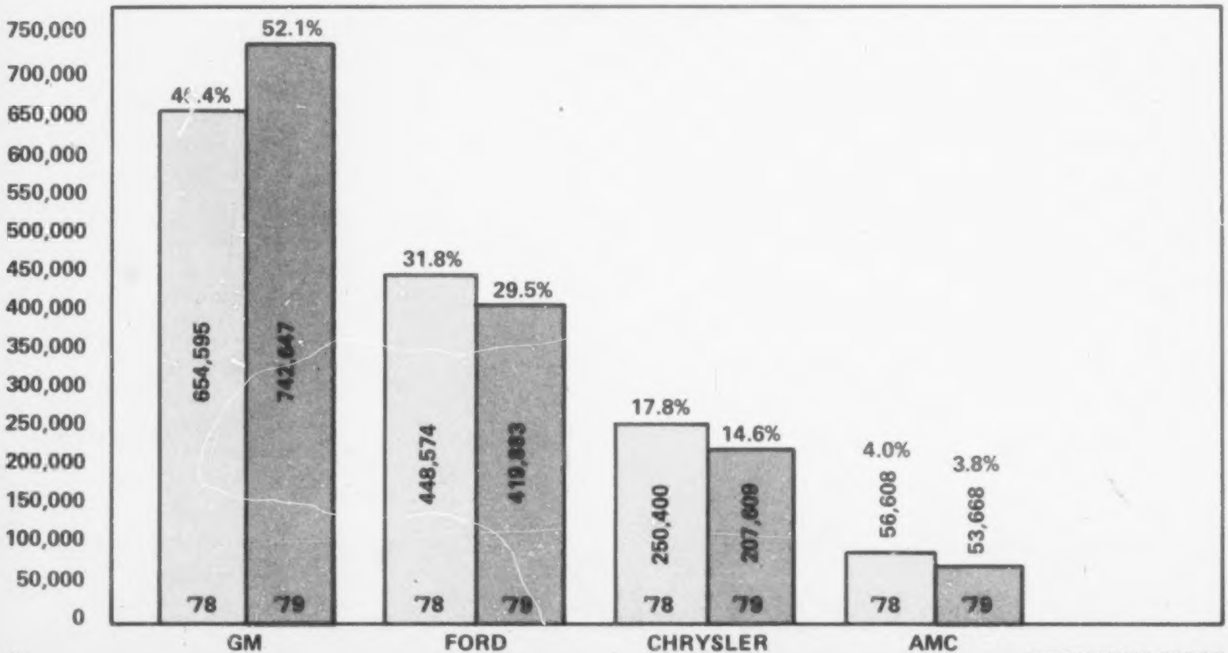
1973-79 MODEL YEAR

	1973	1974	1975	1976	1977	1978	1979
AMERICAN MOTORS	60,629 *4.6%*	60,996 *5.0%*	53,602 *5.2%*	64,919 *5.4%*	53,310 *4.3%*	56,600** *4.0%*	53,668** *3.8%*
BUICK	61,746 *4.7*	44,277 *3.7*	49,419 *4.8*	81,856 *6.9*	56,183 *4.4*	61,131 *4.3*	75,007 *5.3*
CADILLAC	36,701 *2.8*	27,578 *2.3*	24,297 *2.4*	34,641 *2.9*	41,207 *3.3*	46,427 *3.3*	49,175 *3.5*
CHEVROLET	311,973 *23.6*	313,944 *25.9*	231,989 *22.7*	280,014 *23.4*	289,171 *22.9*	349,762 *24.8*	377,469 *26.5*
CHRYSLER	20,000 *1.5*	10,000 *.8*	21,600 *2.1*	25,600 *2.2*	31,500 *2.5*	43,500 *3.1*	61,253 *4.3*
DODGE	97,000 *7.3*	81,000 *6.7*	73,700 *7.2*	77,800 *6.5*	94,900 *7.5*	95,600 *6.8*	75,859 *5.3*
FORD	321,000 *24.2*	299,100 *24.7*	246,500 *24.1*	265,200 *22.2*	267,300* *21.1*	310,622 *22.0*	281,078 *19.7*
LINCOLN-MERCURY	101,949 *7.7*	97,625 *8.1*	97,296 *9.5*	106,690 *8.9*	132,539* *10.5*	137,952* *9.8*	138,805* *9.7*
OLDSMOBILE	89,012 *6.7*	79,073 *6.5*	62,172 *6.1*	98,925 *8.3*	110,956 *8.8*	110,352 *7.8*	129,824 *9.1*
PLYMOUTH	164,000 *12.4*	139,000 *11.4*	121,100 *11.9*	112,800 *9.4*	125,200 *9.9*	111,300 *7.9*	70,497 *5.0*
PONTIAC	59,906 *4.5*	59,242 *4.9*	40,860 *4.0*	46,657 *3.9*	61,093 *4.8*	86,923 *6.2*	111,172 *7.8*
DOMESTIC TOTAL ***PERCENTAGE TOTAL***	1,323,916 *100%*	1,211,736 *100%*	1,022,535 *100%*	1,196,102 *100%*	1,264,359 *100%*	1,410,177 *100%*	1,423,807 *100%*

Basic registration data may vary slightly from manufacturer to manufacturer as they denote. *Sales figures **Includes Jeep

SOURCE: AUTOMOTIVE FLEET RESEARCH DEPARTMENT

NET CHANGE OF FLEET SALES BY MANUFACTURER
MODEL YEAR – 1978 vs. 1979



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AALA FLEET COST SURVEY*

COMPARATIVE STATEMENT OF AVERAGE PER UNIT PER MONTH COSTS
YEARS 1979 AND 1978

Operating Costs:	1979	1978	Increase (Decrease) Amount	Increase (Decrease) Percentage	Percentage of Total
Depreciation	$ 134.66	$ 123.83	$ 10.83	8.7	55.1
Repairs and maintenance	30.15	28.38	1.77	6.2	9.0
Insurance	13.69	13.59	.10	.7	.5
License tags and taxes	7.40	9.53	(2.13)	(22.4)	(10.8)
Finance costs	34.51	27.27	7.24	26.5	36.8
Delivery	2.90	2.90	—	—	—
Total Operating Costs	223.31	205.50	17.81	8.7	90.6
General and administrative	24.67	22.81	1.86	8.2	9.4
Total Costs	$ 247.98	$ 228.31	$ 19.67	8.6	100%

	1979	1978	1977	1976	1975	1974	1973	1972
Total costs per month	$247.98	228.31	$212.01	$198.67	$193.95	$173.71	$164.89	$154.45
Average months in operation	26.6	26.3	26.1	26.0	24.6	23.9	23.6	24.2
Average annual mileage	28,952	30,609	28,568	26,000	31,185	26,384	24,350	24,322

*Excludes administration salaries

**Excludes umbrella liability

Composition Of The AALA Fleet

	Standard Models %	Intermediate Models %	Compact Models %	Air Conditioning %	Chevrolet %	Ford %	Plymouth %	Pontiac %	Oldsmobile %	Buick %	Cadillac %	Others %	Percent of Chev., Ford & Ply. in Fleets
Averages—1979	45.0	43.0	12.0	98.0	42.0	20.0	2.0	6.0	8.0	7.0	3.0	12.0	64.0
Averages—1978	48.0	44.0	8.0	93.0	44.0	16.0	3.0	4.0	9.0	4.0	6.0	14.0	63.0
Averages—1977	45.0	47.0	8.0	95.0	38.0	27.0	3.0	3.0	6.0	6.0	3.0	14.0	68.0
Averages—1976	46.0	48.0	6.0	95.0	36.0	25.0	3.0	3.0	10.0	10.0	3.0	10.0	64.0
Averages—1975	53.0	40.0	7.0	94.0	41.0	26.0	3.0	2.0	7.0	11.0	2.0	8.0	70.0
Averages—1974	62.0	33.0	5.0	86.0	43.0	31.0	4.0	3.0	3.0	7.0	2.0	7.0	78.0
Averages—1973	70.0	24.0	6.0	83.0	48.0	24.0	2.0	3.0	3.0	6.0	3.0	11.0	74.0
Averages—1972	76.0	19.0	5.0	83.0	40.0	31.0	3.0	3.0	3.0	8.0	3.0	9.0	74.0
Averages—1971	81.0	15.0	4.0	79.0	41.0	29.0	4.0	3.0	3.0	6.0	2.0	12.0	74.0
Averages—1970	97.0		3.0	78.0	45.0	25.0	4.0	4.0	4.0	6.0	4.0	8.0	74.0
Averages—1969	96.0		4.0	67.0	44.0	28.0	6.0	5.0	3.0	6.0	2.0	6.0	78.0
Averages—1968	97.0		3.0	56.0	46.0	24.0	6.0	4.0	2.0	2.0	2.0	9.0	81.0
Averages—1967	96.0		4.0	46.0	53.0	22.0	4.0	5.0	2.0	4.0	3.0	7.0	79.0

Used Car Disposition

	RECONDITIONING		DISPOSITION					
	% of AALA Members Doing Recon.	Average Amount	New Car Dealer Sales %	New Car Dealer Trades %	Used Car Dealers %	Auctions %	Lessee Employees %	Other %
1979	60%	$185	5%	2%	51%	21%	12%	9%
1978	61%	$170	11%	1%	43%	19%	14%	12%
1977	65%	$147	10%	1%	48%	14%	18%	9%
1976	65%	$169	5%	2%	55%	15%	16%	7%
1975	75%	$195	12%	1%	55%	14%	12%	6%
1974	67%	$141	8%	1%	54%	16%	9%	12%
1973	74%	$166	8%	2%	55%	17%	8%	10%

*Information supplied by American Automotive Leasing Association

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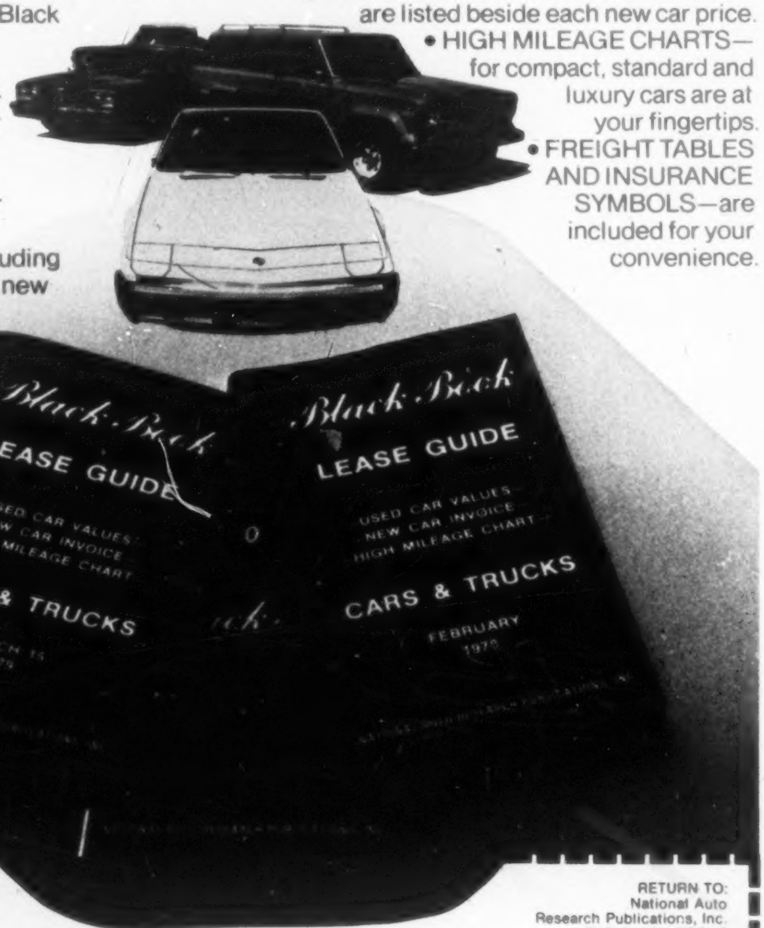

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USED CAR VALUES
NEW CAR INVOICE
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Circle 130 on Inquiry Card

1980 EPA Ratings/Miles Per Tank

MPG	Manuf/Model	CID/ Trans/ BBL	Tank Capacity	MPT
	MINICOMPACTS			
36	Honda Civic	91/M5/3	10.8	388.8
35	Honda Civic	91/M4/3	10.8	378
30	Renault LeCar	85/M4/2	10.7	321
29	Honda Civic	91/S2/3	10.8	313.2
29	Plymouth Arrow	98/M5/2	15.3	443.7
29	Plymouth Arrow	98/A3/2	15.3	443.7
24	Ford Pinto	140/M4/2	13.0	312
24	L/M Bobcat	140/M4/2	11.7	280.8
23	Plymouth Arrow	156/A3/2	15.3	351.9
22	Ford Pinto	140/A3/2	13.0	286
22	L/M Bobcat	140/A3/2	11.7	257.4
22	Plymouth Arrow	156/M5/2	15.3	336.6
	SUBCOMPACTS			
42	VW Rabbit Diesel	90/M5/F1	10.5	441
40	VW Rabbit Diesel	90/M4/F1	10.5	420
37	Dodge Colt	86/M4/2	10.09	370
37	Plymouth Champ	86/M4/2	10.0	370
36	VW Dash	90/M4/F1	11.9	428.4
35	Dodge Colt	86/M4/2	10.0	350
35	Plymouth Champ	86/M4/2	10.0	350
33	Dodge Colt	98/M4/2	10.0	330
33	Plymouth Champ	98/M4/2	10.0	330
33	Toyota Tercel	89/M4/2	16.1	531.3
31	Datsun 210	75/M4(CA)/2	13.25	410.75
31	Datsun 210	85/M4(CA)/2	13.25	410.75
31	Datsun 210	85/M5(CA)/2	13.25	410.75
31	Datsun 310	85/M4(CA)/2	13.25	410.75
31	Datsun 310	85/M5(CA)/2	13.25	410.75
31	Datsun 510	119/A3(CA)/2	13.25	410.75
31	Toyota Tercel	89/M5/2	16.1	499.1
30	Datsun 510	119/M4/2	13.25	397.5
30	Datsun 510	119/M5/2	13.25	397.5
30	Dodge Colt	98/A3/2	10.0	300
30	Mazda GLC	86/M5/2	10.6	318
30	Plymouth Champ	98/A3/2	10.0	300
29	Datsun 210	75/FM4/2	13.25	384.25
29	Datsun 210	85/M5/2	13.25	384.25
29	Datsun 210	85/M4/2	13.25	384.25
29	Datsun 310	85/M5/2	13.25	384.25
29	Datsun 310	85/M4/2	13.25	384.25
29	Datsun 510	85/M5/2	13.25	384.25
29	Mazda GLC	86/M4/2	10.6	307.4
29	Toyota Tercel	89/A3/2	16.1	466.9
28	Datsun 200 SX	119/M5/F1	14.0	392
28	Datsun 210	91/A3/2	12.25	371
28	Datsun 510	119/A3/2	13.25	371
28	Toyota Carolla	108/M4/2	13.2	369.6
27	Datsun 200 SX	119/M5/F1	13.25	357.75
27	Datsun 510	119/A3/2	13.25	357.75
27	Mazda GLC	86/A3/2	10.6	286.2
27	Toyota Carolla	108/M5/2	13.2	356.4
26	Chev. Chevette	98/M4/2	12.5	325
26	Datsun 200 SX	119/A3/F1	14.0	364
26	Datsun 210	91/A3/2	13.25	344.5
26	Toyota Carolia	108/A3/2	13.2	343.2
25	Chev. Chevette	98/A3/2	12.5	312.5
25	Datsun 200 SX	119/A3/F1	14.0	350
25	VW Rabbitt	97/M5/F1	10.5	262.5
25	VW Scirocco	97/M5/F1	11.9	297.5
24	Chev. Monza	151/A3/2	18.5	444
24	Dodge Omni/DeTomaso	105/A3/2	13.0	312
24	Mazda GLC	120/A3/2(CA)	14.5	348
24	Mazda 626	120/M5/2(CA)	14.5	348
24	Mazda 626	120/M4/2(CA)	14.5	348
24	Olds Starfire	151/A3/2	18.5	444
24	Plymouth Horizon/ Turismo	105/A3/2	13.0	312
24	Pontiac Sunbird	151/A3/2	18.5	444
24	VW Rabbitt	91/M4/F1	10.5	252
24	VW Scirocco	91/M4/F1	11.9	285.6
23	Dodge Omni/DeTomaso	105/M4/2	13.0	299
23	Ford Mustang	140/M4/2	11.5	264.5
23	Mercury Capri	140/M4/2	11.5	264.5
23	Plymouth Horizon/ Turismo	105/M4/2	13.0	299
23	Toyota Celica	134/M4/2	16.1	370.3
23	Toyota Corona	134/M4/2	16.1	370.3
23	VW Dasher	97/M4/F1	11.9	273.7
23	VW Rabbitt	97/A3/F1	10.5	241.5
23	VW Scirocco	97/A3/F1	11.9	273.7
22	AMC Spirit	151/M4/2	21.0	462
22	Audi 4000	97/M4/F1	19.8	435.6
22	Chev. Monza	151/M4/2	18.5	407
22	Datsun 810	146/M5/F1(CA)	15.875	349.25
22	Dodge Challenger	156/A3/2	15.3	336.6
22	Fiat Brava	122/M5/2	12.2	268.4
22	Ford Mustang	140/A3/2	11.5	253
22	Mercury Capri	140/A3/2	11.5	253
22	Olds Starfire	151/M4/2	18.5	407
22	Plymouth Sapporo	156/A3/2	15.3	336.6
22	Pontiac Sunbird	151/M4/2	18.5	407
22	VW Dasher	97/A3/F1	11.9	261.8
21	Datsun 280ZX 2+2	168/M5/F1	21.1250	443.625
21	Datsun 810	146/M4/F1	15.875	333.375
21	Datsun 810	146/A3/F1(CA)	15.875	333.375
21	Dodge Challenger	156/M5/2	15.3	321.3
21	Ford Mustang	200/M4/1	11.5	241.5
21	Mercury Capri	200/M4/1	11.5	241.5
21	Plymouth Sapporo	156/M5/2	15.3	321.3
21	Toyota Celica	134/M5/2	16.1	338.1
21	Toyota Celica Supra	156/A4/F1(CA)	16.1	338.1
21	Toyota Corona	134/M5/2	13.2	277.2
21	Toyota Cressida	156/A4/F1(CA)	17.2	361.2
20	AMC Spirit	151/A3/2	21.0	420
20	Chev. Camaro	229/M3/2	21.0	420
20	Datsun 280ZX 2+2	168/M5/F1(CA)	21.1250	422.5
20	Datsun 280ZX 2+2	168/A3/F1	21.1250	422.5
20	Fiat Brava	122/A3/2	12.2	244
20	Ford Mustang	200/A3/1	11.5	230
20	Mercury Capri	200/A3/1	11.5	230
20	Pontiac Firebird	231/A3/2	21.0	420
20	Pontiac Sunbird	231/A3/2	18.5	370
20	Toyota Celica	134/A3/2	16.1	322
20	Toyota Corona	134/A3/2	16.1	322
19	Buick Skyhawk	231/A3/2	18.5	351.5
19	Chev. Camaro	229/A3/2	21.0	399
19	Chev. Monza	231/A3/2	18.5	351.5
19	Datsun 280ZX 2+2	168/A31/F1	21.125	401.375
19	Olds Starfire	231/A3/2	18.5	351.5
19	Toyota Celica Supra	156/M5/F1(CA)	16.1	305.9
18	AMC Spirit	258/M4/2	21.0	378
18	AMC Spirit	258/A3/2	21.0	378
18	Ford Mustang	225/A3/2	11.5	207
18	Mercury Capri	225/A3/2	11.5	207
17	Chev. Camaro	305/A3/4	18.5	314.5
16	Pontiac Firebird	301/A3/4	21.0	336
15	Buick Skyhawk	231/M4/2	18.5	277.5
15	Chev. Monza	231/M4/2	18.5	277.5
15	Olds Starfire	231/M4/2	18.5	277.5
15	Pontiac Sunbird	231/M4/2	18.5	277.5
14	Chev. Camaro	350/A3/4	18.5	259
14	Pont. Firebird Turbo	301/A3/4	21.0	294
	COMPACTS			
25	Fiat Strada	91/M5/2	12.2	305
24	Buikc Skylark	151/M4/2	14.0	336
24	Fiat Strada	91/A3/2	12.2	292.8
24	Olds Omega	151/M4/2	14.0	336
22	AMC Concord	151/M4/2	21.0	462
22	Buick Skylark	151/A3/2	14.0	308
22	Olds Omega	151/A3/2	14.0	308
20	AMC Concord	151/A3/2	21.0	420
20	Buick Skylark	173/A3/2	14.0	280
20	Buikc Skylark	173/M4/2	14.0	280
20	Olds Omega	173/A3/2	14.0	280
20	Olds Omega	173/M4/2	14.0	280
19	Ford Granada	250/M4/1	18.0	342
19	Mercury Monarch	250/M4/1	18.0	342
18	AMC Concord	258/A3/2	16.5	297
18	AMC Pacer	258/A3/2	21.0	378
17	AMC Concord	258/M4/2	21.0	357
17	AMC Pacer	258/M4/2	21.0	357
17	Audi 5000	131/A3/F1	19.8	336.6
17	Audi 5000	131/M5/F1	19.8	336.6
17	Ford Granada	302/A3/2	18.0	306
17	Ford Granada	250/A3/1	18.0	306
17	Mercury Monarch	302/A3/2	18.0	306
17	Mercury Monarch	250/A3/1	18.0	306
15	Lincoln Versailles	302/A3/2	19.2	288
	MID-SIZE CARS			
24	Chev. Citation	151/M4/2	14.0	336
24	Pontiac Phoenix	151/M4/2	14.0	336
23	Ford Fairmont	140/M4/2	14.0	322
23	Mercury Zephyr	140/M4/2	14.0	322
22	Chev. Citation	151/A3/2	14.0	308
22	Ford Fairmont	140/A3/2	14.0	308
22	Mercury Zephyr	140/A3/2	14.0	308
21	Mercury Zephyr	200/M4/1	14.0	294
21	Pontiac Phoenix	151/A3/2	14.0	294
20	Buick Century	231/A3/2	18.0	360
20	Buick Regal	231/A3/2	18.1	362
20	Chev. Citation	173/A3/2	14.0	280
20	Chev. Citation	173/M4/2	14.0	280
20	Chev. Malibu	229/M3/2	21.0	420
20	Ford Fairmont	200/A3/1	14.0	280
20	Mercury Zephyr	200/A3/1	14.0	280
20	Olds Cutlass	231/A3/2	18.1	362
20	Olds Cutlass Sup	231/A3/2	18.1	362
20	Pontiac Gran Prix	231/A3/2	18.1	362
20	Pontiac LeMans/ Grand Am	229/M3/2	18.1	362
20	Pontiac Phoenix	173/A3/2	14.0	280
20	Pontiac Phoenix	173/M4/2	14.0	280
19	Chev. Malibu	229/A3/2	21.0	399
19	Chev. Monte Carlo	229/A3/2	18.0	342
19	Olds Cutlass	260/A3/2	18.1	343.9
19	Olds Cutlass Sup	260/A3/2	18.1	343.9
19	Pontiac LeMans/ Grand Am	229/A3/2	18.1	343.9
18	Buick Century Turbo	231/A3/4	18.0	324
18	Buick Regal Turbo	231/A3/4	18.1	325.8
18	Chev. Monte Carlo Turbo	231/A3/4	18.0	324
18	Ford Fairmont	255/A3/2	14.0	252
18	Ford T-Bird	255/A3/2	17.5	315
18	Mercury Cougar XR7	255/A3/2	17.5	315
18	Mercury Zephyr	255/A3/2	17.5	315
17	Buick Century	301/A3/4	18.0	306
17	Buick Regal	301/A3/4	18.1	307.7
17	Chev. Malibu	305/A3/4	21.0	357
17	Chev. Malibu	267/A3/2	21.0	357
17	Chev. Monte Carlo	305/A2/4	18.0	306
17	Chev. Monte Carlo	267/A3/2	18.0	306
17	Chrysler Cordoba/300	225/A3/1	18.0	306
17	Chrysler LeBaron	225/A3/1	18.0	306
17	Dodge Aspen	225/M3/1	18.0	306
17	Dodge Aspen	225/A3/1	18.0	306
17	Dodge Aspen	225/M4/1	18.0	306
17	Dodge Diplomat	225/A3/1	18.0	306
17	Dodge Mirada	225/A3/1	18.0	306
17	Ford T-Bird	302/A3/2	17.5	297.5
17	Ford T-Bird	302/A4/2	17.5	297.5
17	Mercury Cougar XR-7	302/A3/2	17.5	297.5
17	Mercury Cougar XR-7	302/A4/2	17.5	297.5
17	Olds Cutlass	305/A3/4	18.1	307.7
17	Olds Cutlass Sup	305/A3/4	18.1	307.7
17	Olds Toronado	307/A3/4	21.0	357
17	Plymouth Volare	225/M3/1	18.0	306
17	Plymouth Volare	225/A3/1	18.0	306
17	Plymouth Volare	225/M4/1	18.0	306
17	Pontiac Gran Prix	301/A3/4	18.1	307.7
17	Pontiac LeMans/ Grand Am	301/A3/4	18.1	307.7
16	Buick Riviera Turbo	231/A3/4	18.0	288
15	Buick Riviera	350/A3/4	18.0	270
15	Chrysler Cordoba 300	318/A3/2	18.0	270
15	Chrysler LeBaron	318/A3/2	18.0	270
15	Dodge Aspen	318/A3/2	18.0	270
15	Dodge Diplomat	318/A3/2	18.0	270
15	Dodge Mirada	318/A3/2	18.0	270
15	Olds Cutlass Sup	350/A3/4	18.1	271.5
15	Olds Toronado	350/A3/4	21.0	315
15	Plymouth Volare	318/A3/2	18.0	270
14	Cadillac Eldorado	368/A3/F1	20.6	288.4
14	Cadillac Seville	368/A3/F1	23.0	322
	LARGE CARS			
18	Buick LeSabre	231/A3/2	25.0	450
18	Chev. Impala/ Caprice	229/A3/2	25.0	450
18	Olds Delta 88	231/A3/2	20.7	372.6
18	Pontiac Cat./Bonne	231/A3/2	21.0	378
17	Buick Electra	252/A3/4	25.0	425
17	Buick LeSabre	252/A3/4	20.7	351.9
17	Chev. Impala/ Caprice	267/A3/2	25.0	425
17	Chev. Impala/ Caprice	305/A3/2	25.0	425
17	Ford LTD	302/A3/2	19.0	323
17	Mercury Marquis	302/A3/2	19.0	323
17	Olds Delta 88	307/A3/4	20.7	351.9
17	Olds Ninety-Eight	307/A3/4	25.0	425.0
16	Buick LeSabre	301/A3/4	20.7	331.2
16	Buick LeSabre Turbo	231/A3/4	20.7	331.2
16	Chrysler Newport/N.Y.	225/A3/1	21.0	336
16	Dodge St. Regis	225/A3/1	21.0	336
16	Ford LTD	351/A4/2	19.0	304
16	Ford LTD	351/A3/2	19.0	304
16	Mercury Marquis	351/A4/2	19.0	304
16	Mercury Marquis	351/A3/2	19.0	304
16	Plymouth Gran Fury	225/A3/1	21.0	336
16	Pontiac Cat./Bonne	301/A3/4	21.0	336
15	Buick Electra	350/A3/4	25.0	375
15	Cadillac deVille/ Brougham	368/A3/4	20.6	309
15	Chrysler Newport/N.Y.	318/A3/2	21.0	315
15	Dodge St. Regis	318/A3/2	21.0	315
15	Lincoln Cont.	351/A4/2	20.0	300
15	Lincoln Cont. Mk. VI	351/A4/2	20.0	300
15	Olds Delta 88	350/A3/4	20.7	310.5
15	Olds Ninety-Eight	350/A3/4	25.0	375
15	Plymouth Gran Fury	318/A3/2	21.0	315
14	Chev. Impala/ Caprice	350/A3/4	25.0	350
14	Chrysler Newport/N.Y.	360/A3/2	21.0	294
14	Dodge St. Regis	360/A3/2	21.0	294
14	Plymouth Gran Fury	360/A3/2	21.0	294
	MID-SIZE WAGON			
23	Ford Fairmont	140/M4/2	14.0	322
23	L/M Zephyr	140/M4/2	14.0	322
21	Ford Fairmont	200/M4/1	14.0	294
21	L/M Zephyr	200/M4/1	14.0	294
20	Buick Century	231/A3/2	18.2	364
20	Chev. Malibu	229/M3/2	21.0	420
20	Ford Fairmont	200/A3/1	14.0	280
20	L/M Zephyr	200/A3/1	14.0	280
20	Olds Cutlass	231/A3/2	18.2	364
19	Chev. Malibu	229/A3/2	21.0	399
19	Pontiac LeMans/Safari	229/A3/2	18.2	345.8
17	Chev. Malibu	305/A3/4	21.0	357
17	Chev. Malibu	267/A3/2	21.0	357
17	Olds Cutlass	305/A3/4	18.2	309.4
16	Buick Century	301/A3/4	18.2	291.2
16	Chrysler LeBaron	225/A3/1	18.0	288
16	Dodge Aspen	225/M3/1	18.0	288
16	Dodge Aspen	225/A3/1	18.0	288
16	Dodge Aspen	225/M4/1	18.0	288
16	Dodge Diplomat	225/A3/1	18.0	288
16	Plymouth Volare	225/M3/1	18.0	288
16	Plymouth Volare	225/A3/1	18.0	288
16	Plymouth Volare	225/M4/1	18.0	288
16	Pontiac LeMans Safari	301/A3/4	18.2	291.2
15	Chrysler LeBaron	318/A3/2	18.0	270
15	Dodge Aspen	318/A3/2	18.0	270
15	Dodge Diplomat	318/A3/2	18.0	270
15	Plymouth Volare	318/A3/2	18.0	270
	LARGE STATION WAGON			
17	Ford LTD	302/A3/2	20.0	340
17	L/M Marquis	302/A3/2	20.0	340
16	Chev. Impala/ Caprice	267/A3/2	22.0	352
15	Buick Estate	350/A3/4	22.0	330
15	Chev. Impala/ Caprice	305/A3/4	22.0	330
15	Ford LTD	351/A4/2	20.0	300
15	Ford LTD	351/A3/2	20.0	300
15	L/M Marquis	351/A4/2	20.0	300
15	L/M Marquis	351/A3/2	20.0	300
15	Olds Cus. Cruiser	307/A3/4	22.0	330
15	Olds Cus. Cruiser	350/A3/4	22.0	330
15	Pontiac Cat./Bonne	350/A3/4	22.0	330

Figures based on EPA city cycle ratings. Miles per tank figures calculated by multiplying total tank capacity by EPA rating.
SOURCE: Leaseway Transportation

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Auto Reimbursement Plans

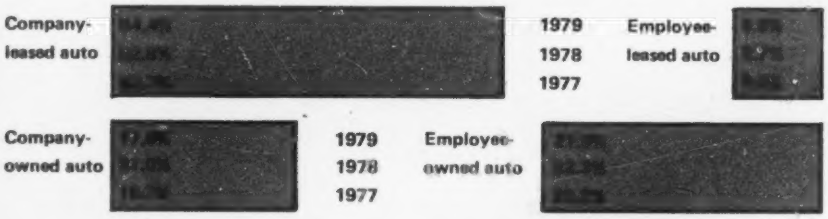
	Percent Of Companies					
	Consumer Products		Industrial Products		Other*	
Allowance Plan	**1979**	1978	**1979**	1978	**1979**	1978
Single Rate Mileage Allowance						
Under 12¢ per mile	**7.1%**	1.0%	**1.0%**	1.1%	**—**	1.8%
12¢ per mile	**2.9**	8.7	**1.7**	4.1	**—**	—
13¢ per mile	**—**	1.0	**1.7**	1.7	**—**	1.8
14¢ per mile	**2.9**	7.8	**4.6**	8.0	**1.5%**	5.4
15¢ per mile	**27.1**	46.6	**34.0**	44.6	**24.6**	41.1
Over 15¢ per mile	**38.6**	12.6	**41.2**	22.3	**50.7**	23.2
Fixed periodic allowance	**4.3**	4.8	**3.0**	2.8	**1.5**	5.4
Graduated mileage allowance	**1.4**	6.8	**4.3**	6.9	**7.3**	7.1
Combination allowances**	**4.3**	4.9	**2.6**	3.3	**4.3**	5.3
Other	**11.4**	5.8	**5.9**	5.2	**10.1**	8.9
Total	**100.0%**	100.0%	**100.0%**	100.0%	**100.0%**	100.0%

*Includes services, financial institutions, transportation, utilities, etc.

**Typically include allowances per mile plus allowances per week or month.

Note: Some yearly differences reflect changes in companies reporting data.

Sources of autos used by salesmen



Notes: Changes in category groupings from year to year make comparisons imprecise. Details may add up to more than 100% because of rounding.

Source: American Management Assns. Executive Compensation Service.

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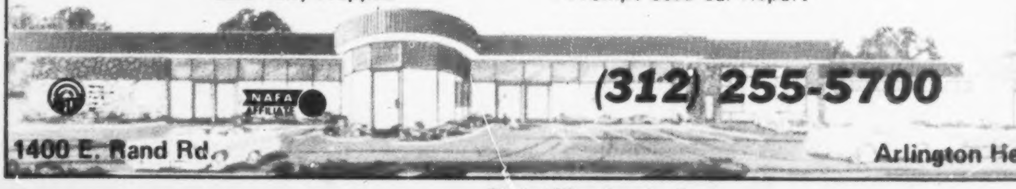

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Runzheimer 1980 passenger car ownership and operating costs*

	TOTAL FOUR YEAR COST	AVERAGE ANNUAL COST	AVERAGE WEEKLY COST
Subcompacts – four cylinder	$13,587	$3,397	$ 65.33
Compacts – six cylinder	14,594	3,648	70.15
Intermediate – six cylinder	15,422	3,856	74.15
Intermediate – eight cylinder	16,320	4,080	78.46
Standard-size – eight cylinder	18,600	4,650	89.42
Low Luxury Standard-size – eight cylinder	20,177	5,044	97.00
High Luxury Standard-size – eight cylinder	24,189	6,047	116.29

*National average costs predicated on trade-in after four years and 56,000 miles of operation.

Standard Auto Allowances: 1980

Cost Area Number	Ownership $ Per Day	Operating ¢ Per Mile
1	5.79	8.05
2	5.40	8.30
3	4.74	7.80
4	5.39	8.40
San Francisco, CA	6.70	10.55
Miami, FL	6.35	9.55

Source:

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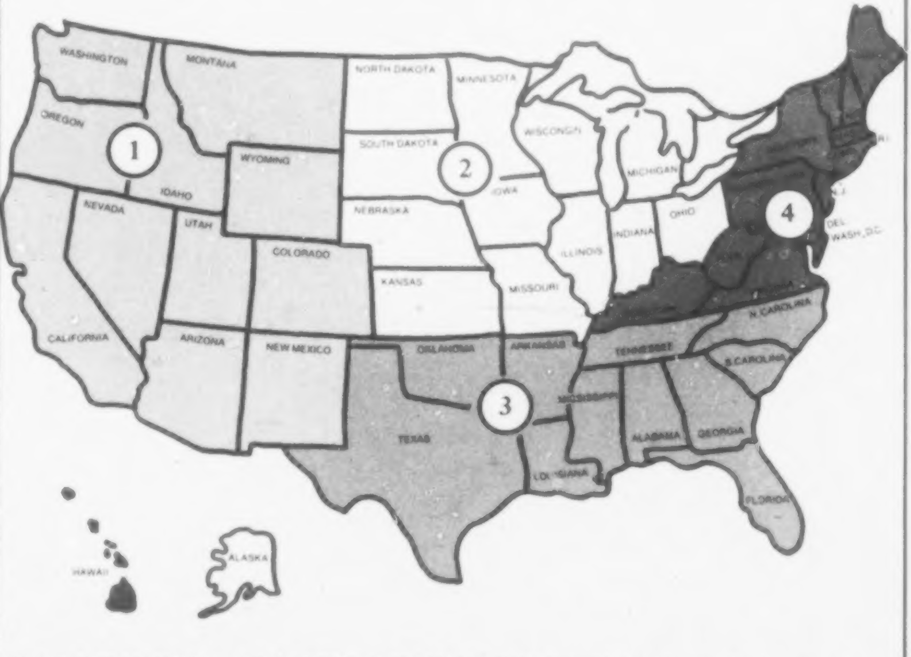
(414) 534-3121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NOTE: Figures represent 1980 intermediate-size car with a standard 6 cylinder engine, automatic transmission, power steering, power disc brakes, AM radio, and air conditioning. All costs were based on an economic use cycle of either three years or 60,000 miles, whichever comes first. For travel in excess of 20,000 miles per year add depreciation adjustments of $45 for each 1,000 miles. Ownership per day costs are based on a 365-day calender year.

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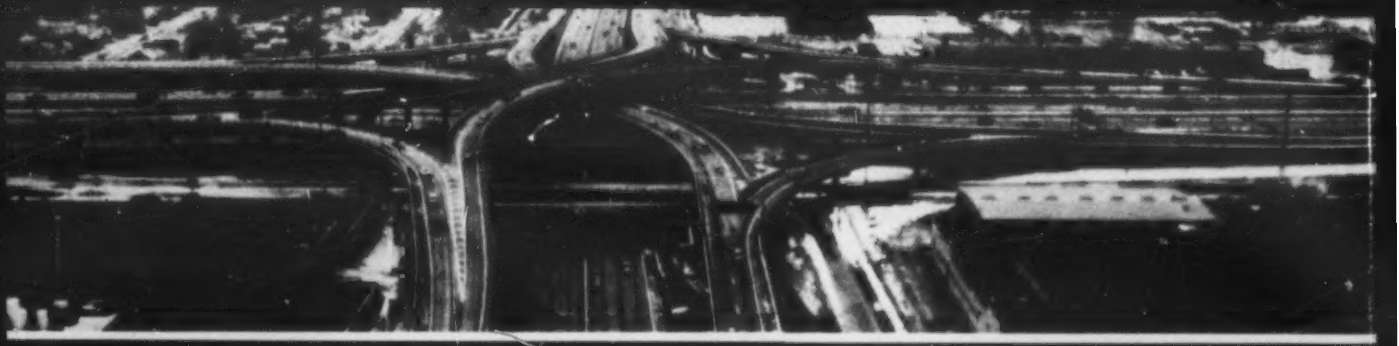

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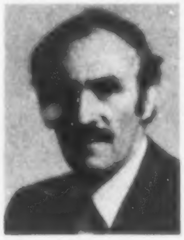
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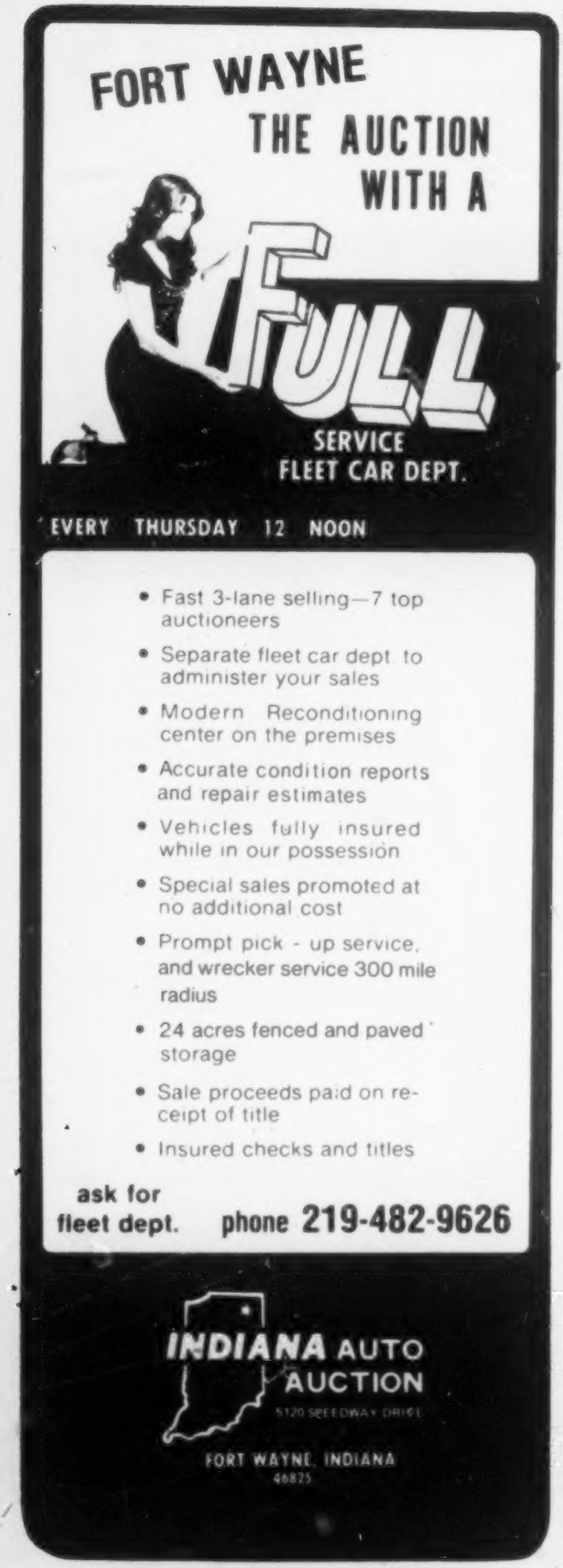

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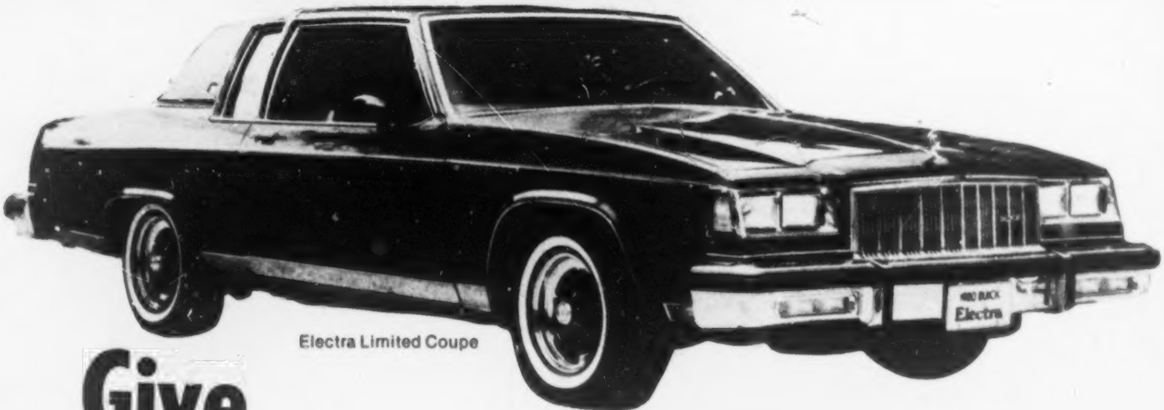

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Standard 5-speed transmission

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Remember: Compare these "estimated mpg" to the estimates of other vehicles. You may get a different mileage, depending on how fast you drive, weather conditions and trip length. Also remember that your actual highway mileage will probably be less than the EPA estimated highway fuel economy. California mileage: 27/39.

8% MORE HORSEPOWER FROM 33% LESS GAS

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GONNA FLY YOUR FLEET PAST THE PUMPS with a revolutionary new 4-cylinder fuel injected engine that actually delivers better performance from less gas than last year! Result: the quickest high-mileage engine in its 2-liter engine class.

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3. FLEET AUTO GUIDE

No-Fault Insurance Status In Applicable States

STATE	NO-FAULT BENEFITS	LAWSUITS FOR PAIN AND SUFFERING ALLOWED...	VEHICLE DAMAGE RECOVERY
ARKANSAS	Optional. $2,000 medical, some wage loss and replacement services. Death $5,000.	In all cases	A*
COLORADO	$25,000 medical, $25,000 rehabilitation. Some wage loss and replacement services. Death $1,000.	If medical and rehabilitation exceed $500, or permanent injury, loss earnings more than 52 weeks, or death.	A*
CONNECTICUT	$5,000 total medical, funeral, lost wages, survivors' loss and replacement services.	If loss exceeds $400, or permanent injury, bone fracture or death	A*
DELAWARE	$10,000 total per person, $20,000 medical/accident, lost wages, replacement services and funeral expenses.	In all cases	A*
FLORIDA	$10,000 total per person medical, lost income, replacement services and funeral expenses.	If permanent injury or death	A*
GEORGIA	$5,000 total medical, lost income, replacement services and survivor's benefits. $1,500 funeral.	If medical exceeds $500, disability lasts 10 days, death, fracture or permanent injury.	A*
HAWAII	$15.000 total medical, rehabilitation, wage loss, substitute services, survivors' loss and funeral expenses.	If medical exceeds expense established by insurance commissioner, or death or permanent injury.	A*
KANSAS	$2,000 per person medical, $2,000 rehabilitation, some replacement services, wage loss, survivor's benefits. $1,000 funeral.	If medical exceeds $500, or permanent injury, fracture or death.	A*
KENTUCKY	$10,000 total medical, funeral, income loss, replacement services, survivors' benefits. Motorist may reject no-fault.	If medical exceeds $1,000, or fracture, permanent injury or death. Does not apply to driver without no-fault or persons injured by that driver.	A*
MARYLAND	$2,500 total medical, funeral, wage loss and substitute services.	In all cases	A*
MASSACHUSETTS	$2,000 total medical, funeral, wage loss and substitute services.	If medical exceeds $500, or death, permanent injury or fracture.	A*
MICHIGAN	Unlimited medical, some funeral, lost wages and substitute services.	If death, serious impairment, or permanent, serious disfigurement.	B*
MINNESOTA	$20,000 medical, $10,000 total lost income, replacement services, survivors' and funeral benefits.	If medical exceeds $4,000, or disability exceeds 60 days, permanent injury or death.	A*
NEW JERSEY	Unlimited medical, some wage loss and replacement services. $1,000 funeral.	If medical exceeds $200.	A*
NEW YORK	$50,000 total medical, wage loss and substitute service benefits. $2,000 additional death benefit.	If disabled 90 of 180 days after accident, or significant disfigurement, fracture, permanent injury, or impairment; or death.	A*
NORTH DAKOTA	$15,000 total per person, medical, rehabilitation, income loss, replacement services, survivors' income loss and replacement services, funeral expenses.	If medical exceeds $1,000 or more than 60 days disability, serious and permanent disfigurement, or death.	A*
OREGON	$5,000 medical. Some wage loss and substitute services.	In all cases	A*
PENNSYLVANIA	Unlimited medical and rehabilitation. Some income loss, replacement services, funeral benefits.	If medical exceeds $750 or more than 60 days continuous disability, serious and permanent injury, or death.	A*
SOUTH CAROLINA	Optional. $1,000 total medical and funeral costs, lost income and lost services.	In all cases	A*
SOUTH DAKOTA	Optional. $2,000 medical. Some wage loss, $1,000 death.	In all cases	A*
TEXAS	Optional. $2,500 medical per person, funeral expenses, lost income and loss of services.	In all cases	A*
UTAH	$2,000 medical per person. Some income loss and replacement services. $1,000 funeral, $2,000 to survivors.	If medical exceeds $500 or fracture, permanent disfigurement or disability, or death.	A*
VIRGINIA	Optional. $2,000 medical and funeral. Some wage loss.	In all cases	A*

A* – Stays under fault system B* – Tort liability abolished. A no-fault system substituted.

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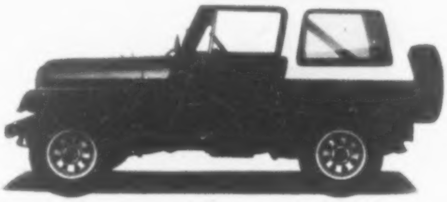

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* Use figures for comparison. Your range and mileage may vary due to driving speed, weather conditions and trip length. Actual highway mileage will probably be less.

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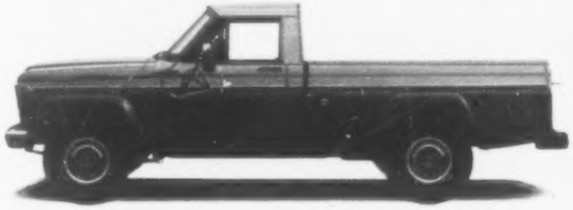

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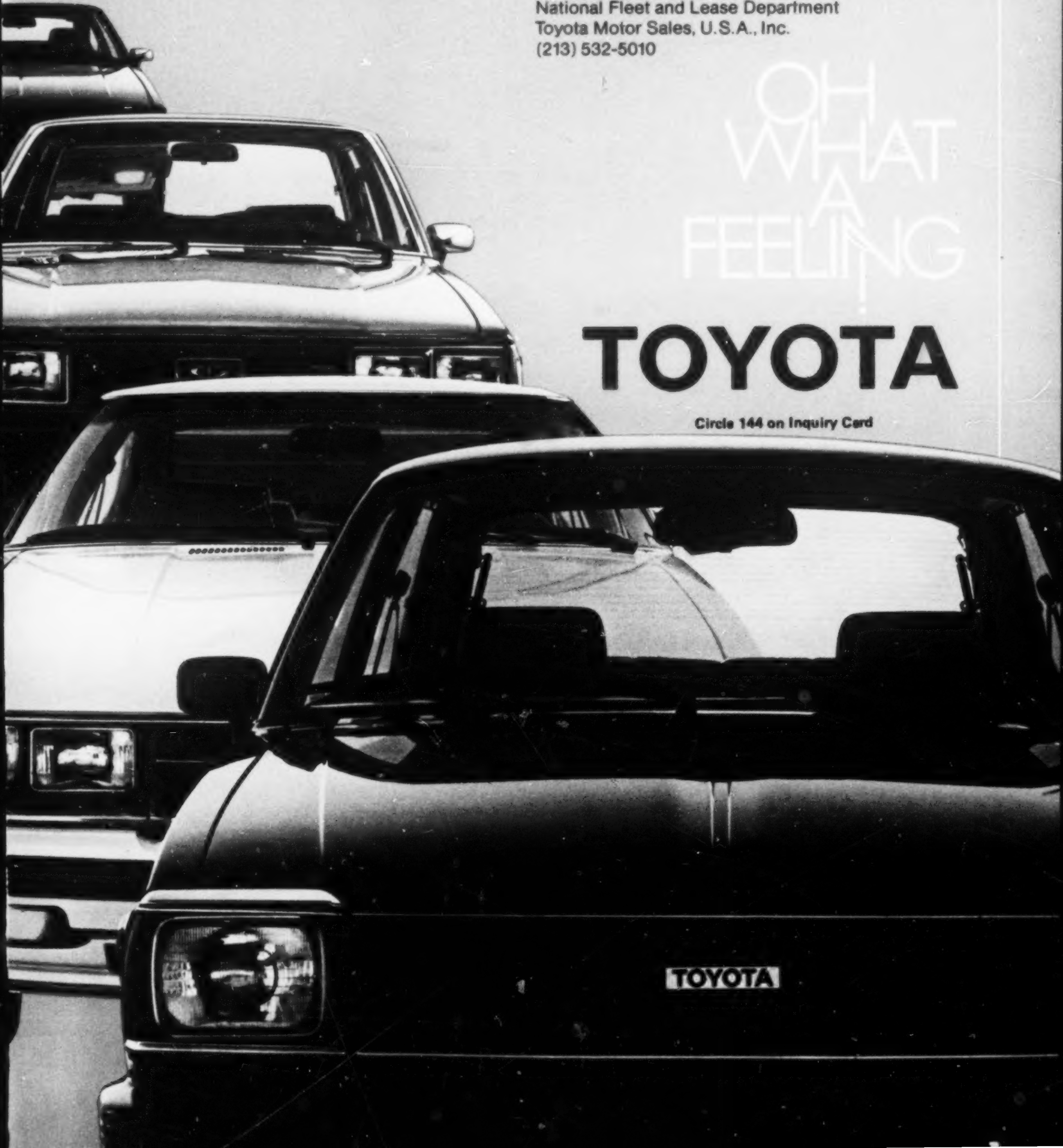

TOYOTA

Circle 144 on Inquiry Card

STATE AUTOMOBILE INSURANCE,

STATE	TITLE ISSUED	REGISTRATION PERIOD	MANDATORY BY	PLATE TRANSF. ALLOWED	REGISTRATION AND LICENSE FEES	REDUCTION IN REGISTRATION FEES
ALABAMA	Yes-$4.00	Oct. 1-Nov. 15	Nov. 16	No	Pass.-$13.00 Comm.-based on wt.	Prorated quarterly
ALASKA	Yes-$5.00	Staggered	Last day of expiration mo.	No	Pass.-$30.00 Comm.-based on wt.	None
ARIZONA	Yes-$4.00	Staggered	Last day of expiration mo.	No	Pass.-$8.00 Comm.-Based on wt.	Comm.-quarterly
ARKANSAS	Yes-$11.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	Comm. 1/2 on Jan. 1, 1/4 on Apr. 1
CALIFORNIA	Yes-$6.00	Staggered	On assigned expiration date	No	$11.00 plus 2% of mkt. value	None
COLORADO	Yes-$1.50	Staggered	Last day of expiration mo.	Yes	Based on wt.	None
CONNECTICUT	Yes-$5.00	Staggered	Last day of expiration mo.	Yes	Pass.-$20.00 Comm.-based on wt.	1/2 after 6 mo. period
DELAWARE	Yes-$2.00	Staggered	Last day of expiration mo.	No	Pass.-$20.00 Comm.-based on wt.	None
DIST. OF COLUMBIA	Yes-$5.00	Mar. 1-Mar. 31	Apr. 1	Yes	Based on wt.	1/2 on Oct. 1
FLORIDA	Yes-$3.00	June 1-June 30 Co. owned vehicles	July 1 No extension	Yes	Based on wt.	Prorated monthly
GEORGIA	Yes-$1.00	Jan. 2-Apr. 1	Apr. 2	No	Based on wt.	Pass.-None Comm.-quarterly
HAWAII	Yes-$1.00	Jan. 2-Mar. 31	Apr. 1	No.	Based on wt.	Monthly: 1st registration
IDAHO	Yes-$3.00	Staggered	Last day of expiration mo.	Yes-pass., Comm.-no	Based on wt. and age	Comm.-monthly
ILLINOIS	Yes-$3.00	Dec. 1-Dec. 31 (Leased)	Established yearly	Yes	Pass.-based on H.P. Comm.-based on wt.	Reduced monthly-leased vehicles
INDIANA	Yes-$5.00	Staggered	Last day of expiration mo.	Yes	Pass.-$12.25 Comm.-based on wt.	Comm.-½ on Aug. 1
IOWA	Yes-$2.00	Dec. 1-Dec. 31	Jan. 1	Yes	Based on wt.	Monthly-1st registration
KANSAS	Yes-$2.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	Trucks-3/4 on Apr. 1 and monthly thereafter
KENTUCKY	Yes-$1.00 **	Staggered	Last day of expiration mo.	No	Pass.-$12.50 Comm.-based on wt.	Pass.-monthly (1st registration) Comm.-prorated quarterly
LOUISIANA	Yes-$7.00	Apr. 1-June 30	July 1	No	Based on wt.	Comm.-new, after May 1
MAINE	Yes-$4.00	Staggered	Last day of expiration mo.	Yes	Pass.-$20.00 Comm.-Based on wt. ●	Comm.-1/2 after Nov. 1
MARYLAND	Yes-$2.00	Feb. 23-Mar. 31	Apr. 1	Yes	Based on wt.	Pass.-1/2 after Oct. 1 Comm.-1/2 after Nov. 1
MASSACHUSETTS	Yes-$5.00	Staggered	Last day of expiration mo.	Yes	Pass.-$7.00 Comm.-based on wt.	Comm.-1/2 after Sept. 1
MICHIGAN	Yes-$2.00	Nov. 15-Mar. 31	Apr. 1	Yes	Based on wt.	Pass.-1/2 after Oct. 1 Comm.-1/2 after Sept. 1
MINNESOTA	Yes-$5.75	Staggered, incl. small trucks	Last day of expiration mo.	No	Pass.-based on veh. value & age Comm.-based on wt.	Monthly on new & foreign state vehicles
MISSISSIPPI	Yes-$2.00	Staggered	Last day of expiration mo.	Pass.-No Comm.-Yes	Based on wt.	1/12 monthly
MISSOURI	Yes-$1.00	Staggered	Last day of expiration mo.	Yes	Pass.-based on H.P. Comm.-based on wt.	Pass.-none Comm.-quarterly
MONTANA	Yes-$3.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	Comm.-1/2 after July 1
NEBRASKA	Yes-$3.00	Staggered	Last day of expiration mo.	Yes	Pass.-$15.50 plus PP tax Comm.-based on wt.	None
NEVADA	Yes-$2.00	Staggered	Last day of expiration mo.	Yes	Pass.-$8.50 Comm.-based on wt.	Monthly
NEW HAMPSHIRE	Yes-$2.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	None
NEW JERSEY	Yes-$4.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	Comm.-1/2 after Oct. 1
NEW MEXICO	Yes-$4.00	Dec. 15-Dec. 31	Mar. 3	No	Based on wt.	Quarterly
NEW YORK	Yes-$1.50	Staggered	Last day of expiration mo.	Yes	Based on wt.	None
NORTH CAROLINA	Yes-$3.50	Jan. 2-Feb. 15	Feb. 16	Yes	Pass.-$13.00 Comm.-based on wt.	Quarterly
NORTH DAKOTA	Yes-$3.00	Feb. 15-Mar. 31	May 1	No	Based on wt. and age	Monthly-1st registration
OHIO	Yes-$1.00	Staggered	Last day of expiration mo.	Yes	Pass.-$25.00 Comm.-Based on wt. ●	1/2 on Nov. 1
OKLAHOMA	Yes-$1.75	Staggered	Last day of expiration mo.	No.	Pass.-based on cost & age Comm.-based on wt.	None
OREGON	Yes-$2.00	Staggered-2 yrs.	Last day of expiration mo.	No	Pass.-$20.00 Comm.-based on wt.	Pass.-none Comm.-quarterly
PENNSYLVANIA	Yes-$5.00	Jan. 1-Mar. 31	Apr. 1	Yes	Pass.-$24.00 Comm.-based on wt.	Pass.-1/2 after Oct. 1 Comm.-1/2 after May 1
RHODE ISLAND	Yes-$2.00	Mar. 1-Mar. 31	Apr. 1	Yes	Based on wt.	Quarterly
SOUTH CAROLINA	Yes-$3.00	Staggered	Last day of expiration mo.	Yes●	Based on wt.	Comm.-prorated
SOUTH DAKOTA	Yes-$2.00	Jan. 2-Mar. 31	Apr. 1	No	Based on wt.	Pass.-1/2 after July 1, 3/4 after Oct. 1 Comm.-monthly
TENNESSEE	Yes-$1.50	Staggered	Last day of expiration mo.	Yes	Pass.-$19.50 Comm.-based on wt.	Comm.-July 1, Oct. 1, Jan.
TEXAS	Yes-$3.00	Staggered	Last day of expiration mo.	No	Based on wt.	Comm.-1/2 after May 1
UTAH	Yes-$1.00	Staggered	Last day of expiration mo.	Yes	Pass.-$5.50 Comm.-based on wt.	Comm.-quarterly
VERMONT	Yes-$2.00	Staggered	Last day of expiration mo.	Yes	Pass.-$32.00 Comm.-based on wt.	None●
VIRGINIA	Yes-$7.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	None
WASHINGTON	Yes-$2.00	Staggered	Last day of expiration mo.	No	Pass.-$11.00 Comm.-based on wt.	GV wt. fees reduced quarterly
WEST VIRGINIA	Yes-$2.00	Staggered	Last day of expiration mo.	Yes	Based on wt.	Comm.-quarterly
WISCONSIN	Yes-$2.00	Staggered	Last day of expiration mo.	Yes-pass. No-comm.	Pass.-$18.15 Comm.-based on wt.	Pass.-none Comm.-quarterly
WYOMING	Yes-$3.00	Jan. 2-Feb. 28	Mar. 1	Yes	Pass.-$15.00 Comm.-based on wt.	1/2 after 7/1

Data compiled by American Automotive Leasing Association Licensing & Tax Committee

** Combination "Certificate of Registration and Title"

REGISTRATION AND TAX FACTS

MAND. INSPECT.	MIN. FINANCIAL RESPONS. INSURANCE	STATE TAXES	LOCAL TAXES	COMMENTS	COMMERCIAL REGISTRATION PERIOD	VEHICLES MANDATORY BY
Yes	10/20/5	1½% leased cars exempt	1/2 to 3%	Tax collected on rental payment	Oct 1-Nov. 15	Nov. 16
No	15/30/5	None	2%-5%	Rental tax collected in some localities	Staggered	Last day of expiration mo.
Yes	15/30/10	4% leased cars exempt	Up to 2% Leased cars exempt	Sales tax collected on rental payments	Dec. 1-Dec. 31	Jan. 1
Yes	10/20/5	3% gross less F.E.T.			July 1-July 31	Aug. 1
Yes	15/30/5	6% pass. exempt comm.	Up to ½% Leased cars exempt●	Sales tax collected on rental payments. Trucks-sales tax on cost	Staggered	Last day of renewal mo.
Yes	15/30/5	3% leased cars exempt	Up to 3½% Leased cars exempt	Tax collected on rental payment	Staggered	Last day of expiration mo.
Yes	20/40/5	7% leased cars exempt	None	Vehicles purchased and registered out of state must be inspected when registered in Conn.	Apr. 1-Apr. 30	May 1
Yes	10/20/5	2% doc. fee	None	Rental payments taxed at rate of 2.3%	Staggered	Last day of expiration mo.
Yes	10/20/5	8% leased cars exempt	None	Sales tax collected on rental payments	Mar. 1-Mar. 31	Apr. 1
Yes	10/20/5	4% leased cars exempt	None	Tax collected on rental payments	June 1-June 30	July 1
Yes	10/20/5	3% leased cars exempt	Up to 1% Leased cars exempt●	Sales tax collected on rental payments	Jan. 2-Apr. 1	Apr. 2
Yes	25/PI 10/PD	4% use tax 1/2% import tax	None	4% sales tax collected on monthly rentals	Jan. 2-Mar. 31	Apr. 1
Yes	10/20/5	3% (lease co. exempt)	None	Tax collected on rental payments	Oct. 1-Dec. 31	Jan. 1
Yes-Comm.	10/20/5	4%	Up to 2%●		June 1-June 30	Established yearly
Yes	15/30/10	4% Lease cars exempt	None	Tax collected on rental payments	Feb. 1-Feb. 28	Mar. 1
Yes	10/20/5	3% on total purchase price	None	Regs. lic. for person leng. 60 days or more Fee $15.00 + 50¢ for certif. per car	Dec. 1-Dec. 31	Jan. 1
Yes	15/30/5	3% leased cars exempt	Up to ½% Leased cars exempt●	Sales tax on mo. rental	Jan. 2-Feb. 15	Feb. 16
Yes	10/20/5	5% of retail price-autos 4½% of retail price-trucks	None	Credit given sales tax paid in other states on a reciprocal basis	Feb. 1-Mar. 31	Apr. 1
Yes	5/10/1	3%	Up to 3%	Rental payments also taxable local only	Apr. 1-June 30	July 1
Yes	20/40/10	5%	None		Jan. 2-Feb. 28	Mar. 1
Yes	20/40/5	5%	None	Lease cars also subject to 5% tax on rental payments	Apr. 1-Apr. 30	May 1
Yes	5/10/5	5% leased cars exempt	None●	Sales tax collected on rental payments	Nov. 1-Dec. 31	Jan. 1
Random	20/40/10	4% leased cars exempt	None	Use tax collected on monthly rental payments	Oct. 1-Feb. 28	Mar. 1
Random	25/50/10	4% leased cars exempt	Up to 1%	Tax collected on rental payments	Nov. 15-Feb. 28	No Extension
Yes	10/20/5	2%	None●	Rental taxed at 5% Credit given for sales tax	Oct. 1-Oct. 31	Nov. 1
Yes	10/20/5	3 1/8%	Up to 1½%	Leased cars exempt if lease/rental no. is held. Tax collected on rental payments	Dec. 1-Feb. 28	Mar. 1
No	25/50/5	1½% gross-new cars only	None	Sales tax reduces quarterly	Jan. 2-Feb. 15	Feb. 16
Yes	15/30/10	3% (lease co. exempt)	Up to 1½%	Tax collected on rental payments	Staggered	Last day of expiration mo.
No	15/30/5	3% (lease co. exempt)	Up to ½%	Plus Motor Vehicle Ad Valorum Tax●	Dec. 1-Dec. 31	Jan. 1
Yes	[illegible]/30/5	None	None	Fee paid to town or city ½ rate 11/1	Staggered	Last day of expiration mo.
Yes	15/30/5	5% leased cars exempt	None	Sales tax collected on rental payments	Feb. 1-Mar. 31	Apr. 1
Yes	15/30/5	2% Net	Up to ½%	3 3/4% tax collected on rental payments	Dec. 15-Mar. 2	Mar. 3
Yes	$50,000 & 10/20/5	4% leased cars exempt	Up to 4% Leased cars exempt●	Tax collected on rental payments	Staggered	Last day of expiration mo.
Yes	25/50/10●	2% leased cars exempt	None	Tax collected on rental payments	Jan. 2-Feb. 15	Feb. 16
Random	25/50/10	3%	None●		Dec. 1-Dec. 31	Feb. 1
Random	12.5/25/7.5	4% leased cars exempt	Up to 1½% Leased cars exempt	Sales tax collected on rental payments	Mar. 1-May 31	May 31
Yes	5/10/5 minimum	2% excise tax retail gross incl. attached accss.	Up to 3%	Up to 5% tax also collected on rental payments	Dec. 11-Jan. 21	Feb. 1
Random	15/30/5	None	None	P.U.C. plates must be covered by liability insurance. 10/20/10	Staggered	Last day of expiration mo.
Yes	15/20/5	6% leased cars exempt	None	Sales tax collected on monthly rental payments	Based on wt. class	No extension
Yes	25/50/10	6% leased cars exempt	None	Sales tax collected on monthly rental payments	Mar. 1-Mar. 31	Apr. 1
Yes	15/30/5	4%leased cars exempt, co owned	None	Sales tax collected on monthly rental payments	Trucks over 4,000 lbs. Nov 1-Dec. 31	No Extension
No●	15/30/10	3% Registry Tax	None	License tax in nature of sales tax	Dec. 15-Dec. 31	Jan. 16
Random	10/20/5 leased cars	4½% leased cars exempt	½% to 1¼%	Sales tax collected on monthly rental payments	Mar. 1-Mar. 31	Apr. 16
Yes	10/20/5	4%	None	State Controller, Pub. Acts Austin, Texas	Feb. 1-Mar. 31	Apr. 1
Yes	15/30/5	4¾% leased cars exempt	Up to ¼% Leased cars exempt●	Sales tax collected on rental payments	Jan. 2-Jan. 31	No extension
Yes	10/20/5	4%	None●		Staggered●	Last day of expiration mo.●
Yes	25/50/10	2% less F.E.T.	Richmond ½%	Richmond Tax based on rentals	Staggered	Last day of expiration mo.
Random	15/30/5	4½% leased cars exempt	Some cities and counties ½ to 8/10%●	Tax collected on monthly rental payments	Staggered	Last day of expiration mo.
Yes	20/40/10	5%	None	Lease rental payments are taxable 4.15%	May 15-June 30	July 1
Random	15/30/5	4% leased cars exempt	None	Tax collected on rental payments	Based on wt., 12/1-12/31 or 1/1-/31	Dec. 1-Jan. 31
Yes	10/20/5	3% leased cars exempt	Up to 1%	Sales tax refunded upon application 3% tax collected on rental payments	Jan. 2-Feb. 28	Mar. 1

● Indicates change as of Jan. 14, 1980

Automotive Fleet's Association Guide

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02-AF-4/80

Circle 146 on Inquiry Card

1980 FLEET CAR

	CAR LENGTH	CAR WIDTH	CAR HEIGHT	WHEEL BASE	TURN CIRCLE	CURB WEIGHT
BUICK						
Skyhawk	179.3	65.4	50.2	97.0	35.8	2851
Skylark	181.1	67.7	53.5	104.9	38.3	2502
Century	196.0	71.1	55.0	108.1	37.6	3201
Regal	200.3	71.1	54.1	108.1	37.6	3232
LeSabre	217.4	78.0	55.0	116.0	39.4	3485
Electra	220.3	78.0	55.6	118.9	39.4	3717
Riviera	206.6	72.7	54.1	114.0	39.1	3849
CADILLAC						
Coupe de Ville	221.0	76.4	54.6	121.4	44.07	4048
Sedan de Ville	221.0	76.4	55.6	121.4	44.07	4084
Fleetwood Brougham	221.0	76.4	56.7	121.4	44.07	4092
Eldorado Coupe	204.5	71.5	54.2	114.0	41.66	3806
Limousine - 7 passenger	244.1	76.4	56.9	144.5	51.25	4718
Limousine - 8 passenger	244.1	76.4	56.9	144.5	51.25	4629
Seville Sedan	204.8	71.4	54.3	114.0	41.66	4046
CHEVROLET						
Chevrolet 4-Dr. Sedan	212.1	76.0	56.0	116.0	38.81	3622
Chevrolet Coupe	212.1	76.0	55.3	116.0	38.81	3599
Monte Carlo Coupe	200.4	71.5	53.9	108.1	37.19	3132
Malibu 4-Dr. Sedan	192.7	71.5	54.2	108.1	37.19	3108
Camaro Sport Coupe	197.6	74.5	49.2	108.0	38.5	3402
Citation 4-Dr. Sedan	176.7	68.3	53.1	104.9	38.4	2507
Monza 2+2 Hatchback Coupe	179.3	65.4	50.2	97.0	35.8	2721
Chevette 4-Dr. Sedan	165.2	61.8	52.3	97.3	30.8	2118
CHRYSLER						
Cordoba	209.5	72.7	53.3	112.7	40.7	3362
New Yorker	221.5	77.6	54.5	118.5	42.4	3920
Newport	220.2	77.6	54.5	118.5	42.4	3654
Le Baron	205.2	74.2	55.3	112.7	40.7	3395
DODGE						
Aspen	204.3	72.4	55.3	112.7	40.7	3258
Aspen Coupe	200.3	72.4	53.6	108.7	39.5	3200
St. Regis	220.2	77.6	54.5	118.5	42.4	3674
Omni	164.8	65.8	53.5	99.2	34.0	2154
Omni O24	173.3	66.7	51.2	96.7	33.3	2197
Mirada	209.5	72.7	53.3	112.7	40.7	3373
Diplomat	205.2	74.2	55.3	112.7	40.7	3393
FORD						
Granada	197.8	74.0	53.2	109.9	39.4	3249
Fairmont	193.8	71.0	53.5	105.5	39.0	2629
Pinto	169.3	69.4	50.6	94.5	30.7	2425
Mustang	179.1	67.4	51.5	100.4	37.36	2530
LTD	209.0	77.5	54.8	114.4	39.4	3611
Thunderbird	200.4	74.1	53.0	108.4	40.1	3270
LINCOLN						
Continental	219.2	78.1	56.1	117.3	40.0	4061
Versailles	200.9	74.5	54.1	109.9	39.7	3828
Mark VI Coupe	216.0	78.1	55.1	114.3	40.0	4034
Mark VI Sedan	219.2	78.1	56.3	117.3	40.0	4130
MERCURY						
Bobcat Runabout	170.8	69.4	50.6	94.5	30.7	2492
Monarch	197.8	74.0	53.3	109.9	39.4	3239
Cougar XR7	200.4	71.5	53.0	108.4	40.1	3277
Marquis	212.0	77.5	54.5	114.3	39.4	3776
Zephyr	195.5	71.0	53.5	105.5	39.0	2696
Capri	179.1	69.1	51.5	100.4	37.4	2640
OLDSMOBILE						
Starfire Coupe	179.6	65.4	50.2	97.0	38.9	2760
Omega	181.1	67.6	53.4	105.0	38.4	2493
Cutlass Sedan	198.7	71.9	54.5	108.1	38.0	3214
Delta 88	218.2	76.3	55.2	116.0	39.1	3494
Olds 98	221.2	76.3	55.6	119.0	40.0	3916
Toronado Coupe	205.6	71.4	54.2	114.0	38.7	3737
PLYMOUTH						
Volare	204.3	72.4	55.3	112.7	40.7	3258
Volare Coupe	200.3	72.4	53.6	108.7	39.5	3200
Horizon	164.8	65.8	53.5	99.2	34.0	2156
Horizon TC3	173.3	66.7	51.4	96.7	33.3	2197
Gran Fury	220.2	77.6	54.5	118.5	42.4	3628
PONTIAC						
Sunbird	179.2	65.4	49.8	97.0	35.8	2698
Firebird	198.1	73.0	49.3	108.2	38.9	3379
Phoenix 5-Dr. Hatchback	179.3	69.6	53.4	104.9	38.3	2568
LeMans	198.6	71.9	54.4	108.1	38.0	3130
Catalina	214.0	76.4	55.2	116.0	39.3	3527
Grand Prix	201.2	72.7	53.3	108.1	38.0	3232
AMERICAN MOTORS						
Spirit 2-Dr. Sedan	167.0	72.0	51.6	96.0	31.5	2521
Concord	185.0	71.0	51.3	108.0	34.9	2779
Pacer 2-Dr. Sedan	173.9	77.0	52.7	100.0	37.0	3212
Eagle	186.2	71.9	55.4	109.3	35.45	3485

All dimensions are for FOUR-DOOR SEDANS except where not applicable.

SPECIFICATIONS

CID	HORSE-POWER	TIRE SIZE	CAPACITY TRUNK CU. FT.	HEAD ROOM FRONT/REAR	LEG ROOM FRONT/REAR	HIP ROOM FRONT/REAR
						BUICK
231	110	BR78x13	27.8	37.4/35.3	43.1/29.4	48.6/42.0
151	90	P185/80R13	14.3	38.1/37.4	42.2/35.5	54.5/55.3
231	110	P185/75R14	16.1	38.7/37.7	42.6/38.0	52.2/55.6
231	110	P195/75 R14	16.3	37.9/38.1	42.6/36.3	51.7/54.9
231	110	P205/75R15	20.8	39.5/38.2	42.2/39.0	55.0/55.3
252	125	P215/75R15	20.8	39.4/38.0	42.2/41.6	55.4/55.4
350	155	P205/75R15	15.8	37.9/37.9	42.8/39.4	53.7/55.9
						CADILLAC
368	150	P205/75R15	19.6	38.1/37.8	41.0/41.7	55.3/57.1
368	150	P205/75R15	19.6	39.0/38.1	42.0/42.3	55.3/55.5
368	150	P205/75R15	19.6	39.0/38.1	42.0/41.2	55.3/55.4
368	145	P205 R75/15B	15.0	37.9/37.9	42.8/38.9	51.8/48.8
368	150	HR78x15D	16.8	38.0/38.8	40.3/44.6	55.3/57.1
368	150	HR78x15D	16.8	39.5/38.8	41.2/44.6	55.4/57.1
350	105	P205 R75/15B	14.5	38.1/37.6	42.8/39.4	51.4/54.1
						CHEVROLET
229	115	FR78x15	21.3	39.4/38.2	42.4/39.0	55.0/55.3
229	115	FR78x15	21.3	38.8/38.0	42.4/37.3	55.0/57.6
229	115	P205/70	16.1	37.6/37.8	42.8/36.3	51.6/54.9
229	115	P185/75	16.6	38.7/37.7	42.8/38.0	52.2/55.6
229	115	FR78x14B	7.2*	37.2/36.0	43.9/28.4	52.4/46.3
151	90	P185/80R13	19.7	38.1/37.7	42.2/35.5	55.1/55.0
151	90	A78x13B	10.1	37.7/35.3	43.0/29.6	47.5/42.0
98	70	P155/80D13	27.4	38.3/37.4	41.5/33.5	49.4/40.5
						CHRYSLER
225	90	P195/75R15	16.7*	37.4/36.5	43.3/34.9	54.8/57.2
318	120	P205/75R15	21.3*	38.6/37.4	42.3/38.2	57.6/58.2
225	90	P195/75R15	21.3*	38.6/37.4	42.3/38.3	57.4/57.4
225	90	P195/75R15	15.6*	39.3/37.7	42.4/37.4	56.8/56.6
						DODGE
225	90	P195/75R14	16.4*	39.2/37.7	42.7/37.8	57.2/57.0
225	90	P195/75R14	16.4*	37.6/36.2	42.7/32.6	57.4/51.8
225	90	P195/75R15	21.3*	38.2/37.4	42.3/38.3	57.6/57.4
104.7	65	P155/80R13	10.5*	38.3/37.4	42.0/33.0	52.6/46.1
104.7	65	P175/80R13	10.7*	37.2/34.4	42.4/28.7	52.6/46.1
225	90	P195/75R14	16.7*	37.4/36.[illegible]	43.6/35.1	55.5/57.2
225	90	P195/75R14	15.6*	39.3/37.7	42.4/37.4	56.8/56.6
						FORD
250	N/A	DR78x14	16.2*	38.0/36.5	40.6/33.9	55.9/50.4
140	N/A	P175/75R14	16.8	38.3/37.5	41.8/35.4	56.2/53.7
140	N/A	BR78x13	8.2	36.9/35.7	40.2/30.3	51.6/50.5
140	N/A	P185/80R13	10.0	37.2/36.3	40.9/29.8	54.0/47.1
302	N/A	P205/75R14	23.3*	38.0/37.4	42.0/40.6	61.2/58.0
255	N/A	P185/75R14	17.7	37.1/36.3	41.6/36.4	55.9/52.0
						LINCOLN
302	N/A	P205/75R15	22.4	39.0/38.1	42.1/43.3	56.6/57.8
302	N/A	FR78x14	14.6	37.6/37.3	40.5/35.2	53.0/51.2
302	N/A	P205/75R15	22.4	38.0/37.8	42.1/38.0	56.5/57.0
302	N/A	P205/75R15	22.4	39.0/38.1	42.1/43.3	56.6/57.8
						MERCURY
140	N/A	BR78x13	29.0	36.6/35.8	35.8/29.6	51.7/39.4
250	N/A	DR78x14	16.2	38.2/37.6	40.7/36.1	55.9/51.2
255	N/A	P185/75R14	17.7	37.2/36.3	41.6/36.4	55.9/52.0
302	N/A	P205/75R14	23.4	37.9/37.2	42.1/40.5	61.2/56.9
140	N/A	P175/75R14	16.8	38.5/37.7	41.8/35.4	56.2/53.7
140	N/A	P185/80R13	32.4	37.2/35.9	40.9/29.8	54.0/47.1
						OLDSMOBILE
151	86	BR78x13	27.8	37.7/35.3	43.0/29.6	47.5/42.0
231	110	P185/80R13	14.3	38.2/37.4	42.2/35.5	54.5/55.4
231	110	P185/75R14	16.1	38.5/37.4	42.8/38.0	52.2/55.6
231	110	P205/75R15	21.0	38.2/38.2	42.2/39.0	55.0/55.3
307	150	P215/75R15	20.9	39.2/38.0	42.2/41.8	55.4/55.4
307	150	P205x15	15.2	37.9/37.9	42.2/39.4	53.7/49.0
						PLYMOUTH
225	90	P195/75R14	16.4*	39.2/37.7	42.7/37.8	57.2/57.0
225	90	P195/75R14	16.4*	37.6/36.2	42.7/32.6	57.4/51.8
104.7	65	P155/80R13	10.5*	38.2/37.4	42.0/33.0	52.6/46.4
104.7	65	P175/80R13	10.7*	37.2/34.4	42.4/28.7	52.6/46.1
225	90	P195/80R15	21.3*	38.2/37.4	42.3/38.3	57.4/57.4
						PONTIAC
151	86	A78x13	6.6	37.6/37.2	43.1/29.2	48.6/42.0
231	110	P205/75R15	7.1	37.1/35.5	43.9/28.4	55.3/46.3
151	90	P185/80R13	44.1	38.2/37.5	42.0/35.5	54.5/53.9
229	115	P185/75R14	16.6	38.7/37.7	42.8/38.0	52.2/55.6
231	110	P205/75R15	20.8	39.5/38.2	42.2/39.1	55.0/55.3
231	110	P195/75R14	16.1	37.6/37.8	42.8/36.3	51.7/54.9
						AMERICAN MOTORS
151	90	C78x14	27.3	38.1/37.7	40.8/27.8	54.3/43.5
151	90	D78x14	11.4	38.1/37.5	40.8/36.1	54.4/53.6
258	93	P195/75R14	32.2	38.3/36.9	40.7/35.0	56.0/53.6
258	93	P195/75R14	11.4	38.1/37.5	40.8/36.1	54.4/42.2

*With stowaway spare

Top, Cutlass Supreme: Its classic styling started America Cutlass Watching. Center, Cutlass LS Sedan: New formal roof line, sharp Cutlass styling, plus 4-door convenience. Bottom left: The Supreme interior, with all the luxury touches, including front center armrest, standard. Bottom, right: The LS Sedan interior, shown with available divided front seat.

CUTLASS SUPREME AND CUTLASS LS SEDAN:

FLEET ADMINISTRATORS NOW HAVE TWO WAYS TO LOOK GOOD WITH AMERICA'S FAVORITE MID-SIZE.

Fleet Administrators who choose Cutlass look good to their drivers . . . and they have for years. After all, not only are fleet drivers likely to be Cutlass Watchers, but Cutlass owners themselves. Because Cutlass has been America's best-selling mid-size car for the last five years.

And through those years, Fleet Administrators who put Cutlass on their approved lists looked very good to their comptrollers, too—because Cutlass Supreme is a perennial holding cost champ according to AMR and other resale reports.

For 1980, Olds has new ways for Fleet Administrators to look good with Cutlass.

Good news for 1980—a 4-door with Cutlass flair. Cutlass LS Sedan. This beautiful new automobile has all the style and flair of the Cutlass Supreme, but with the convenience of four doors. That can make a big difference to your drivers and sales crews.

LS stands for Luxury Sedan. And the crisp, formal roof styling and sleek, trim lines show you why. The luxury goes inside, too, with beautifully tailored brushed knit upholstery and fold-down center armrest. Plus the room, ride and comfort that keeps Cutlass so popular. It's the car to make Fleet Administrators and drivers look good!

Cutlass Supreme Coupe—a classic fleet favorite. All the step-up styling, interior comforts and built-in quality that have made Cutlass America's favorite mid-size make it a popular choice for fleet, too. And, for an added new touch of class, Supreme for 1980 has a very special, very distinctive front-end treatment with dual rectangular headlamps and bumper-mounted park/turn lamps.

A lot of built-in value. Standard equipment includes power steering, power brakes, automatic transmission, steel-belted radial-ply blackwall tires and bumper guards, front and rear. Your drivers will also appreciate 16 cubic feet of trunk space.

Also, Cutlass offers a wide choice of engines, including a standard 3.8-liter V6 and a brand-new 5.0-liter, 4-barrel V8. In California, check your dealer for engine availabilities. Oldsmobiles are equipped with GM-built engines produced by various divisions. See your Oldsmobile dealer for details.

Diesel availability, too. Cutlass offers you another beautiful choice—diesel V8 power. The 5.7-liter diesel V8 is available in all Cutlass models for the first time ever. This engine offers the traditional advantages of a diesel, with response and performance you might not expect with a diesel. (Not available in California at time of printing. See your dealer for availability.)

Now, you've got the facts. Great styling, Oldsmobile room and comfort, and available diesel power. Plus the wide market appeal that has traditionally provided a healthy demand at resale time. They add up to Cutlass for your fleets.

Now make the move that'll make you look good: See your Olds dealer today, or write for more information to J. W. Ellison, Jr., Director of Fleet Sales, Oldsmobile Division, Lansing, Mich. 48921.

Oldsmobile

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Circle 146 on Inquiry Card

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1320 N. Tustin Avenue
Anaheim, California 92807
(714) 996-2400
Wednesday 12:00 Noon

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300 South Fruit
Fresno, California 93706
(209) 268-8051
Thursday 12:00 Noon

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6010 Stevenson Blvd.
Fremont, California 94538
(415) 657-5660
Thursday 10:00 A.M.

Los Angeles Dealer Auto Auction
8001 Garvey Ave.
Rosemead, California 91770
(213) 573-8001
Tuesday 10:00 A.M.

Oakland Auto Auction
10121 E. 14th
Oakland, California 94603
(415) 636-0621
Tuesday 12:30 P.M.

COLORADO

Colorado Auto Auction, Inc.
6955 East 50th Ave.
Denver, Colorado 80216
(303) 287-8077
Tuesday 11:00 A.M.

Denver Auto Auction
4285 S. Santa Fe Drive
Englewood, Colorado 80110
(303) 761-1410
Friday 11:00 A.M.

CONNECTICUT

Southern Auto Sales, Inc.:
Dealers Exchange
South Main Street, Rt. No. 5
Warehouse Point, Connecticut 06088
(203) 623-2617
Wednesday 11:30 A.M.

DELAWARE

Carroll Auto Auction
P.O. Box 307, Route 13
Felton, Delaware 19943
(302) 284-4911
Tuesday 12:00 Noon

FLORIDA

Florida Auto Auction of Orlando
550 Mission Road
Orlando, Florida 32808
(305) 295-8421
Tuesday 12:00 Noon

Gulf Coast Auto Auction, Inc.
1319 61st Ave. East
Bradenton, Florida 33507
(813) 756-8478
Thursday 12:00 Noon

Lakeland Auto Auction
State Road 33 and I-4
Lakeland, Florida 33802
(813) 984-1551
Wednesday 11:00 A.M.

Sanford Auto Auction Inc.
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Sanford, Florida 32771
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Monday and Thursday 7:30 P.M.

St. Pete Auto Auction
Pinellas International Airport
St. Petersburg, Florida 33732
(813) 531-7717
Wednesday 10:00 A.M. – Chrysler
Thursday 7:30 P.M.

West Palm Beach Auto Auction, Inc.
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West Palm Beach, Florida 33405
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Thursday 11:00 A.M.

GEORGIA

Atlanta Auto Auction
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Red Oak, Georgia 30272
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Middle Georgia Auto Auction
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Macon, Georgia 31206
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Circle 147 on Inquiry Card

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Tuesday 11:00 A.M.

Auction-Way Sales Inc.
4600 Cal Sag Rd.
Crestwood, Illinois 60445
(312) 597-3345
Thursday 10:00 A.M.

Greater Chicago AA, Inc.
12055 South Cicero Avenue
Chicago, Illinois 60658
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Greater Rockford AA, Inc.
6316 Belt Line Rd.
Rockford, Illinois 61109
(815) 968-6262
Wednesday 1:00 P.M.

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East Moline, Illinois 61244
(309) 796-1969
Tuesday 7:30 P.M.

Tremont Auto Auction
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Tremont, Illinois 61568
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Indianapolis, Indiana 46219
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5120 Speedway Drive
Fort Wayne, Indiana 46825
(219) 482-9626
Thursday 12:00 Noon
Monday 6:00 P.M.

Ken Schaefer AA, Inc.
4555 Lafayette Road
Indianapolis, Indiana 46254
(317) 297-2300
Thursday 12:00 Noon

Louisville Auto Auction
5425 Highway 31 E
Clarksville, Indiana 47130
(812) 283-0734
Tuesday 12:00 Noon

Mid States Auto Auction
25784 Western Avenue
South Bend, Indiana 46619
(219) 289-7767
Friday 12:00 Noon E.S.T.
Wednesday 6:00 P.M.

Ray Clark's Dyer AA, Inc.
641 Joliet Street
Dyer, Indiana 46311
(219) 865-2361
Friday 1:00 P.M.

South Bend-Mishawaka Auto Auction, Inc.
1209 East McKinley (US 20)
Mishawaka, Indiana 46544
(219) 259-5261
Wednesday 1:00 P.M.

IOWA

Central States AA, Inc.
824 South Taft
Mason City, Iowa 50401
(515) 424-2373
Wednesday 12:00 Noon

Des Moines Auto Auction
1530 S.E. 48th Ave.
Des Moines, Iowa 50320
(515) 285-8911
Tuesday 12:00 Noon

Plaza Auto Auction
Jct. Hwy 30 and No. 1
Mt. Vernon, Iowa 52314
(319) 895-6232
Wednesday 7:00 P.M.

KANSAS

Gene Radcliffe's Mid-America Auto Auction, Inc.
1100 E. MacArthur
Wichita, Kansas 67216
(316) 522-8195
Thursday 12:00 Noon

Salina Auto Auction
2845 Centennial Rd.
Salina, Kansas 67401
(913) 827-8784
Friday 1:00 P.M.

LOUISIANA

Ark La Tex Auto Auction, Inc.
1315 Grimmet Dr.
Shreveport, Louisiana 71107
(318) 222-7133
Tuesday 1:30 P.M.

Shreveport Auto Auction
814 Grimmett Drive
Shreveport, Louisiana 77107
(318) 222-5784
Thursday 7:00 P.M.

MAINE

M.A.D.E. Auto Auction
Exit 11 Maine Turnpike
Gray, Maine 04039
(207) 657-3655
Wednesday 12:00 Noon

MARYLAND

Bel Air Auto Auction, Inc.
803 Bel Air Road
Bel Air, Maryland 21014
(301) 838-5880
Thursday 11:00 A.M.

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ADDRESS ____________
CITY ____________
STATE ________ ZIP ________ PHONE ____________

Lend Lease

Circle 149 on Inquiry Card

MASSACHUSETTS

Concord Auto Auction
Hosmer Street
Acton, Massachusetts 01720
(617) 263-8511
Friday 11:00 A.M.

Peabody Auto Auction
164 Newbury Street
Peabody, Massachusetts 01960
(617) 535-3400
Thursday 12:00 Noon

MICHIGAN

APTCO Auto Auction Inc.
20911 Gladwin
Taylor, Michigan 48180
(313) 285-7300
Tuesday 10:00 A.M.

Flint Auto Auction, Inc.
3711 Western Road
Flint, Michigan 48506
(313) 743-2700
Wednesday 11:00 A.M.

Grand Rapids Auto Auction, Inc.
2380 Port Sheldon
Jenison, Michigan 49428
(616) 669-1050
Tuesday 12:00 Noon

Greater Lansing Auto Auction
6956 Lansing Road
Dimondale, Michigan 48821
(517) 322-2444
Thursday 7:00 P.M.

School Craft Auto Auction, Inc.
U.S. 131 North, Rt. 2
Schoolcraft, Michigan 49087
(616) 679-5021
Thursday 1:00 P.M.

MINNESOTA

Al Eide's Minneapolis Auto Auction
1125 Nathan Lane
Minneapolis, Minnesota 55441
(612) 546-2403
Wednesday 12 Noon

Minneapolis Northstar Auto Auction
P.O. Box 257
Shakopee, Minnesota 55379
(612) 445-5544
Thursday 12:00 Noon

MISSISSIPPI

Auto Auction Inc.
P.O. Box 142
Baldwyn, Mississippi 38824
(601) 365-5221
Tuesday 12:30 P.M.

Gulfport Auto Auction
Route 3, Box 163
Gulfport, Mississippi 39503
(601) 832-3966
Wednesday 12:00 Noon

MISSOURI

Floyd Hauhe Auto Auction, Inc.
12000 St. Charles Rock Road
Bridgeton, Missouri 63044
(314) 739-1300
Friday 12:00 Noon

Four State Auto Auction
P.O. Box 795
Joplin, Missouri 64801
(417) 623-1775
Tuesday 7:00 P.M.

Kansas City Automobile Auction
(Manheim Service Auction)
1100 Elmwood Avenue
Kansas City, Missouri 64127
(816) 241-2614
Wednesday 11:30 A.M.

Metro Auto Auction
of Kansas City, Inc.
101 West Oldham Parkway
Lee's Summit, Missouri 64063
Tuesday 12:00 Noon

166 Auto Auction
2944 W. Sunshine
Springfield, Missouri 65807
(417) 869-0793
Thursday 11:00 A.M.

MONTANA

Billings Auto Auction
P.O. Box 1433
Billings, Montana 59103
(406) 252-6332
Wednesday 12 Noon

NEBRASKA

Omaha Auto Auction, Inc.
7835 "F" Street
Omaha, Nebraska 68127
(402) 331-9000
Thursday 12:30 P.M.

NEW MEXICO

Greater Albuquerque Auto Auction
8815 Second St., N.W.
P.O. Box 10160
Albuquerque, New Mexico 87184
(505) 898-9540

NEW JERSEY

N.A.D.E.
Route 206 S.
Bordentown, New Jersey 08505
(609) 298-3400
Wednesday 10:30 A.M.

Skyline Auto Exchange, Inc.
100 Route No. 46
Fairfield, New Jersey 07006
(201) 227-0130
Tuesday 11:30 A.M.

NEW YORK

Expressway Auto Auction, Inc.
Box 234, S. Main St.
Dansville, New York 14437
(716) 335-6071
Tuesday 7:00 P.M.

Northway Exchange, Inc.
Route 146 - Box 440
Clifton Park, New York 12065
(518) 371-7500
Thursday 11:30 A.M.

Syracuse Auto Auction, Inc.
P.O. Box 205
LaFayette, New York 13084
(315) 677-3163
Wednesday 6:30 P.M.

Thruway Auto Auction
2727 Broadway
Buffalo, New York 14225
(716) 892-2111
Tuesday 1:00 P.M.

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Roosevelt Raceway
Westbury, New York 11590
(516) 222-9041
Thursday 11:00 A.M.

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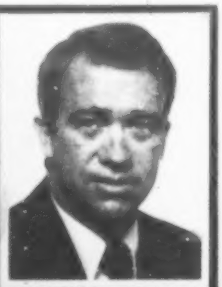

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National Fleet Manager
(612) 546-2222

Circle 150 on Inquiry Card

Reminder to fleet buyers:
K-Day is coming!

The new K-cars from The

Fuel-efficient engines, front-wheel low maintenance—with impressive

Chrysler K-cars for 1981 are engineered to help offset inflation and steadily escalating fuel costs, two factors which play havoc with the profitability of your fleet operation.

Consider mileage. You'll appreciate the expected EPA estimate of 24 MPG city and 37 MPG highway rating* from the all-new, standard Chrysler-produced transverse mounted 2.2 liter 4-cylinder engine, with overhead cam and hydraulic valve adjusters. A 2.6 liter Mitsubishi-made overhead cam four is also available as an option.

Consider roominess. K-car four-door sedans provide six-passenger comfort. GM's 1980 Citation offers passenger space for only five. And K-car sedans provide 15 cubic feet of trunk space.

Consider model choices. Plymouth and Dodge K-cars are available in two and four-door sedans, and a four-door, six-passenger station wagon. GM's 1980 X-cars, including Citation, offer no station wagon. And Chrysler K-car station wagons provide 24.6 more cubic feet of interior space than comparable VW Dasher station wagons of today.

*Use this projected EPA estimated MPG number for comparison. Actual mileage may vary, depending on speed, weather and trip length. California estimate expected to be lower.

New Chrysler Corporation

drive performance. Designed for styling, interior room and comfort.

Consider styling. Let your eyes be the judge of the K cars' contemporary design on a 99.6" wheelbase. (176.0" overall length of 2 and 4 door sedans, station wagons, 176.2".) The curb weight of the K car 4 door notchback is more than 200 pounds lighter than the 1980 Citation 4 door hatchback.

Finally, consider overall value. Check K car standard equipment. K cars have semi-concealed wiper systems and bumper rub strips, standard. The 1980 Citation wipers are exposed, bumper rub strips are optional. And K cars offer such desirable options as vinyl roof, power seats, electronic digital clock, remote right hand mirror and undercoat. Citation for 1980 offers none of these options.

Chrysler's new K-cars are designed and engineered by the American car maker who has built more front-wheel drives than any other. You'll like what K-cars can do for your fleet. Your local Chrysler-Plymouth or Dodge dealer will be glad to talk over your fleet needs and give you a quotation on cars that are engineered to fit the demands of the years ahead. For more information write: E.T. Pappert, Manager, Fleet Sales, The New Chrysler Corporation, P.O. Box 1057, Troy, Michigan 48231. Or, contact the Zone Fleet Manager in your area. (See next page.)

Fleet Sales

THE
NEW CHRYSLER
CORPORATION

The New Chrysler Corporation.

Contact your Zone Fleet Manager for K-car information.

East

Atlanta:
Chrysler Corporation
Robert C. Savoy
3379 Peachtree Rd. N.E.
Suite 410
Atlanta, GA 30326
Phone: (404) 261-8314

Boston:
Chrysler Corporation
Boston Parts Depot
Thomas H. White
5 Chrysler Rd.
Natick, MA 01760
Phone: (617) 655-2814

Cincinnati:
Chrysler Corporation
Joseph J. Propati
P.O. Box 41902
Sharonville, OH 45241
Phone: (513) 733-3000

Memphis:
Chrysler Corporation
Memphis Parts Depot
William F. Rhein
P.O. Box 18050
Memphis, TN 38118
Phone: (901) 794-5600

New York:
Chrysler Corporation
Tappan Parts Depot
H. Wayne Rogers
500 Route 303
Tappan, NY 10983
Phone: (914) 627-2180

Orlando:
Chrysler Corporation
Orlando Parts Depot
George G. Moser
8000 S. Orange Blossom Trail
Orlando, FL 32809
Phone: (305) 851-6510

Philadelphia:
Chrysler Corporation
Jack E. Smidlein
P.O. Box 507
Wayne, PA 19087
Phone: (215) 687-2306

Pittsburgh:
Chrysler Corporation
Pittsburgh Parts Depot
John T. Delaney
P.O. Box 0
Oakdale, PA 15071
Phone: (412) 777-3650

St. Louis:
Chrysler Corporation
St. Louis Parts Depot
Wayne E. Stechmann
P.O. Box 130
Hazelwood, MO 63042
Phone: (314) 731-6740

Syracuse:
Chrysler Corporation
Thaddeus G. Alwyn
P.O. Box 1207
Syracuse, NY 13201
Phone: (315) 432-4031

Washington:
Chrysler Corporation
H. Michael Scott
P.O. Box 750
Seabrook, MD 20801
Phone: (301) 794-6666

West

Chicago:
Chrysler Corporation
Chicago Parts Depot
Robert H. Hoekstra
P.O. Box 368
Elk Grove Village, IL 60007
Phone: (312) 593-3755

Dallas:
Chrysler Corporation
Dallas Parts Depot
James P. Dries
P.O. Box 34547
Dallas, TX 75234
Phone: (214) 242-8464

Denver:
Chrysler Corporation
Denver Parts Depot
Janet M. Thompson
P.O. Box 39308
Denver, CO 80239
Phone: (303) 371-1333

Detroit:
Chrysler Corporation
Daniel J. Bowie
5700 Crooks Road
No. 2 Northfield Plaza
Suite 402
Troy, MI 48098
Phone: (313) 879-3675

Kansas City:
Chrysler Corporation
B. G. Laws
6901 West 63rd St.
Cloverleaf No. 2 Bldg.
Suite 313
Overland Park, KS 66202
Phone: (913) 432-3815

Los Angeles:
Chrysler Corporation
Los Angeles Parts Depot
Donald J. Allard
P.O. Box 4130
Fullerton, CA 92634
Phone: (714) 871-4080

Minneapolis:
Chrysler Corporation
Minneapolis Parts Depot
Melvin A. Vermillion
P.O. Box 919
Minneapolis, MN 55440
Phone: (612) 553-2565

Portland:
Chrysler Corporation
Portland Parts Depot
William D. Kuhn
P.O. Box 1500
Beaverton, OR 97005
Phone: (503) 643-4611

San Francisco:
Chrysler Corporation
Graham S. Wilson
P.O. Box 5517
San Mateo, CA 94402
Phone: (415) 349-1444

Circle 151 on Inquiry Card

NORTH CAROLINA

Charlotte Auto Auction, Inc.
2801 Wilkinson Blvd.
Charlotte, North Carolina 28208
(704) 399-0921
Wednesday 11:00 A.M.

High Point Auto Auction
U.S. Hwy 29 and 70 (I-85)
High Point, North Carolina 27261
(919) 886-7091
Tuesday 10:30 A.M.

Kenly Auto Auction
U.S. 301 at Interstate 95
Kenly, North Carolina 27542
(919) 284-3004
Monday 11:00 A.M.

Statesville Auto Auction
I-77 at exit #54
P.O. Box 749
Statesville, North Carolina 28677
(704) 876-1111
Friday 10:30 A.M.

NORTH DAKOTA

Tri-State Auction Company, Inc.
3041 West Main Avenue
Fargo, North Dakota 58102
(701) 232-7427
Thursday 12:00 Noon

OHIO

Akron Auto Auction, Inc.
2471 Ley Drive
Akron, Ohio 44319
(216) 773-8245
Tuesday 12:00 Noon

Columbus Fair Auto Auction
4700 Groveport Road
Obetz, Ohio 43207
(614) 497-2000
Wednesday 11:30 A.M.

Cuyahoga County Auto Auction, Inc.
P.O. Box 99
Berea, Ohio 44017
(216) 234-8108
Thursday 12:00 Noon

Dayton Auto Auction
5345 N. Dixie Dr.
Dayton, Ohio 45414
(513) 276-4164
Thursday 12:29 P.M.

Gallipolis Auto Auction, Inc.
P.O. Box 421
Gallipolis, Ohio 45631
(614) 446-1576
Tuesday 12:30 P.M.

Montpelier Auto Auction Co.
Exit Two, Ohio Turnpike
Montpelier, Ohio 43543
(419) 485-3101
Tuesday 1:00 P.M.

Ohio Auto Auction
Columbus, Ohio
Mail Address:
P.O. Box 220
Grove City, OH 43123
(614) 871-2771
Tuesday 12:00 Noon

OKLAHOMA

Dealers Automobile Auction
8510 E. Admiral Place
Tulsa, Oklahoma 74115
(918) 836-3548
Wednesday 7:00 P.M.

OREGON

Portland Auto Auction, Inc.
5035 N.E. 82nd Avenue
Portland, Oregon 97220
(503) 255-0241
Tuesday 12:00 Noon

PENNSYLVANIA

Butler Auto Auction
Kramer Road
Gibsonia, Pennsylvania 15044
(412) 443-7211
Wednesday 11:00 A.M.

Corry Auto Auction
West of Corry on Route 6
Corry, Pennsylvania 16407
(814) 664-7721
Thursday 1:00 P.M.

D-A Auto Auction
Waltz Mill Road
P.O. Box 431
New Stanton, Pennsylvania 15672
(412) 722-3122
Tuesday 12:00 Noon

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2200 SOUTH 108TH STREET
MILWAUKEE, WI 53227
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Circle 153 on Inquiry Card

PENNSYLVANIA *continued*

Garden Spot Auto Auction
Robert and Apple Sts.
Ephrata, Pennsylvania 17522
(717) 733-7917
Tuesday 10:00 A.M.

Hatfield Auto Auction
Route 309, Box 309
Hatfield, Pennsylvania 19440
(215) 723-9811
Tuesday 10:30 A.M.
Thursday 12 Noon

Interstate Auto Auction, Inc.
P.O. Box 550
Mercer, Pennsylvania 16137
(412) 662-4500
Friday 11:30 A.M.

Manheim Services Corporation
P.O. Box 4667
Lancaster, Pennsylvania 17604
(717) 569-4561

Mainheim Auto Auction
R.D. No. 1 (Route 72 - 1 mile south)
Manheim, Pennsylvania 17545
(717) 665-3571
Friday 10:30 A.M.

Pennsylvania Auto Dealers Exchange, Inc.
Interstate 83 North (Exit 12)
York, Pennsylvania 17405
(717) 266-3657
Wednesday 10:00 A.M.

Todd Auto Auction
Route 309
Telford, Pennsylvania 18969
(215) 368-6500
Every other Thursday 11:00 A.M.

SOUTH CAROLINA

P.L. Bruce & Company
912 Poinsett Highway
Greenville, South Carolina 29608
(803) 242-3090
Thursday 1:00 P.M.

Clanton's Auto Auction, Inc.
Darl-Harts Highway
Darlington, South Carolina 29532
(803) 393-2861
Thursday 10:30 A.M.

Rawls Auto Auction Sales, Inc.
Off I-20, Exit 44
Leesville, South Carolina 29070
(803) 657-5111
Tuesday 11:00 A.M.

TENNESSEE

Bristol Auto Auction, Inc.
U.S. 11, West
Bristol, Tennessee 37620
(615) 764-1148
Friday 11:00 A.M.

Dealers Automobile Auction of the South, Inc.
Highway 51, South
Horn Lake, Mississippi
(601) 393-0500
Thursday 12:00 Noon

Lenoir City Auto Auction Co.
New Highway 95
Lenoir City, Tennessee 37771
(615) 986-8096
Tuesday and Friday 7:00 P.M.

Nashville Auto Auction, Inc.
1406 Lebanon Road
Nashville, Tennessee 37210
(615) 244-2140
Wednesday 11:00 A.M.

TEXAS

Amarillo Auto Auction, Inc.
3208 E. 10th Avenue
Amarillo, Texas 79104
(806) 372-2206
Wednesday 11:00 A.M.

Big H Auto Auction
701 No. Shepherd Drive
Houston, Texas 77007
(713) 869-0164
Tuesday 12:00 Noon
Thursday 1:00 P.M.

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Circle 154 on Inquiry Card

1980 Ford: America's best MPG Van!

Ford's out front in van design—and in van economy. 1980 mileage ratings are the best of any van. And maximum estimated highway cruising range is hundreds of miles longer than others. For comfort, payload, fuel economy, look into Ford vans. Ask your Ford Dealer about Ford's Extended Service Plan.

Best mpg ratings

18 EPA EST.* **26** HWY. EST.*

Standard 4.9L (300 CID) Six with optional overdrive transmission.

Longest estimated range

722 EST. MILES* **1,043** EST. HWY. MILES*

Std. 22.1-gal. tank plus opt. 18-gal. auxiliary tank on 138-in. wb. Total: 40.1 gals.

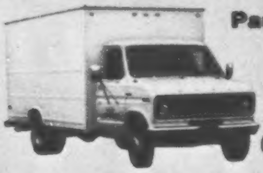
*Compare these estimates with others. Your mileage and range may differ depending on speed, distance and weather. Actual highway mileage and range will probably be less than estimated. California estimates lower.

Quality Plumbing

NFL Hall of Fa[illegible]

Ford: out front in van design.

Drive in comfort. Ford's engine is out front—for easy move-around room. Plenty of leg and stretch-out space!



Parcel Vans! Available with 12- or 14-ft. body. GVWR's to 4,535 kg (10,000 lbs.).

Big Super Vans! There's 20 more inches inside length over regular 3,505-mm (138-in.) wheelbase Econoline Vans.

Circle 188 on Inquiry Card

Built Ford Tough

FORD

FORD DIVISION Ford

continued

Fort Worth Auto Auction, Inc.
2235 Jacksboro Highway
Fort Worth, Texas 76114
(817) 626-5494
Wednesday 12:30 P.M.

Lubbock Auto Auction
1122 E. 34th
Lubbock, Texas 79404
(806) 744-1444
Thursday 11:00 A.M.

UTAH

Salt Lake Auto Auction
460 Orange Street
Salt Lake City, Utah 84104
(801) 521-7892
Thursday 11:00 A.M.

VIRGINIA

Fredericksburg Auto Auction
U.S. 1 Alt.
Fredericksburg, Virginia
(703) 898-4900
Thursday 10:30 A.M.

Harrisonburg Auto Auction, Inc.
Exit 62 & Interstate 81
Harrisonburg, Virginia 22801
(703) 434-5991
Wednesday 11:15 A.M.

Tidewater Auto Auction, Inc.
3316 S. Military Highway
Chesapeake, Virginia 23323
(703) 487-3464
Wednesday 11:00 A.M.

WASHINGTON

South Seattle Auto Auction, Inc.
10844 East Marginal Way So.
Seattle, Washington 98168
(206) 762-1600
Wednesday 11:30 A.M.

Tri-City Auto Auction, Inc.
3333 North Oregon Ave.
Pasco, Washington
(509) 547-1701
Thursday 12:00 Noon

WISCONSIN

Fox Valley Auto Auction, Inc.
Rt. No. 3, 10 mi. S. Green Bay,
Hwy 41
DePere, Wisconsin 54115
(414) 336-3121
Tuesday 11:30 A.M.

Metropolitan Milwaukee Auto Auction, Inc.
561 So. Hwy 41
Caledonia, Wisconsin 53108
(414) 835-4436
Wednesday 12:30 P.M.

AUSTRALIA

Crealy Auto Auctions Pty. Ltd.
54 Kingsgrove Rd., Belmore N.S.W. 2192
Sydney, N.S.W., Australia 2192
780271
Tuesday and Thursday 10:30 A.M.

Sydney Motor Auctions (Lidcombe)
39 Carter Street, Lidcombe
Sydney N.S.W. Australia 2141
357-1777
Mon., Wed., Fri., Sat. 11:30 A.M.

CANADA

Calgary Wholesale Auto Auction, Ltd.
9215 48th Street, S.E.
Calgary, Alberta T2P 2G6
(403) 279-8436
Thursday 10:30 A.M.

Montreal Auto Auction Ltd.
325 Norman St.
Ville St. Pierre
Montreal, Canada H8R 1A3
(514) 489-6873
Wednesday 10:00 A.M.

Quebec Auto Auction Ltd.
1925 St. Francois Rd.
Dorval, Quebec
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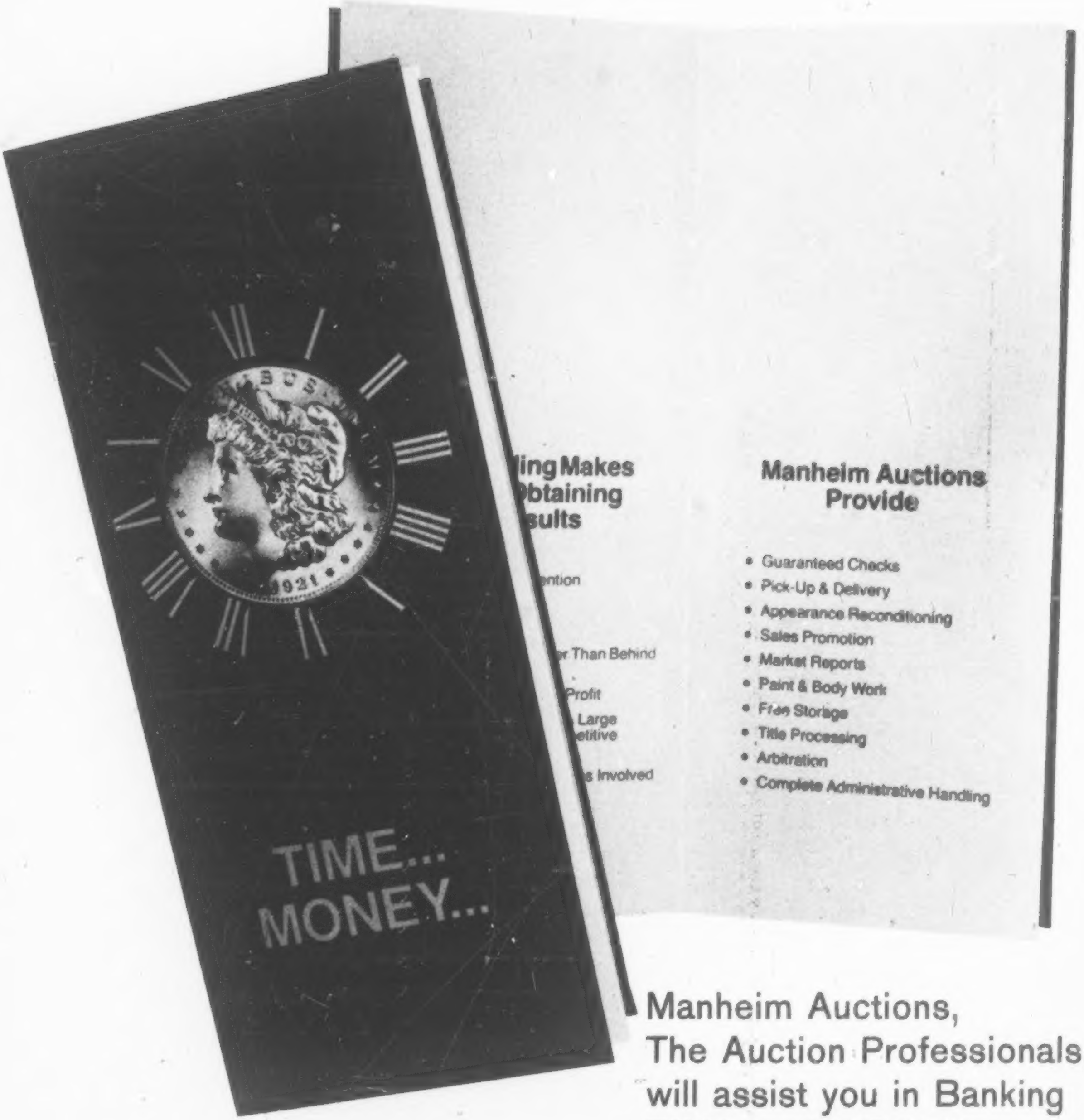

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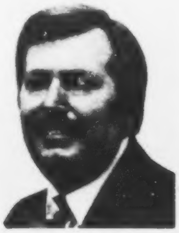
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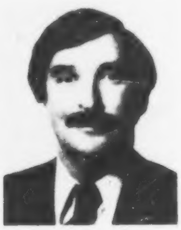
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Vice President
Finance

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Midwest Region

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Vice President Sales
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Over 3,000 Trucks
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Elmer Pierson
Vice President-Administration

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Vice President-Fleet

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Treasurer

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Controller

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Used Car Manager

Donald T. Corfield
Purchasing Manager

Paul L. Frihse
Credit Manager

George Bagovich
Truck Engineer

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244 Perimeter Center
Parkway NE Suite 380
Atlanta, GA 30346
(404) 393-3773

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26 Columbia Turnpike
Florham Park, NJ 07932

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Barry Medlock
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Houston, TX 77005
(713) 972-2865

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FLEET MANAGEMENT

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Client Relations

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Over 5,000
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Marcus T. Cohn
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Dallas, TX 75218

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General Manager
4855 W. 38th St.
Indianapolis, IN 46254

Jacksonville

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Area Manager
4303 Atlantic Blvd.
Jacksonville, FL 32207

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Denver, CO 80216

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Houston, TX 77043

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Overland Park, KS 66204

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Tampa, FL 33614

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- **Newco Leasing**
- **Topa Auto Leasing**
- **Executive Rent-A-Car**
- **VIP Car Leasing Co.**

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14,000–16,000 Cars
Under 3,000 Trucks
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Dave Clark
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Vice President-Wholesale

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Vice President

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Encino, CA

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Manager
2202 E. First St.
Santa Ana, CA

Al Celia
Manager
1255 Post Street
San Francisco, CA

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Manager
1110 Wynwood Ave.
Cherry Hill, NJ

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Vice President
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Culver City, CA

Cy Yedor
President
Newco Leasing Co.
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Beverly Hills, CA

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John Close
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Beverly Hills, CA

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Under 1,000 Trucks
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TAPPER

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Executive Vice President

Arthur V. Vicini
Vice President - Manager
Used Cars

Robert C. Burns
Vice President - Marketing

Virginia Tapper
Director - Purchases

Tom Haase
Treasurer

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- **FORD RENT-A-CAR SYSTEM**

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8,000 Trucks
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Manager-
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William H. Barksdale
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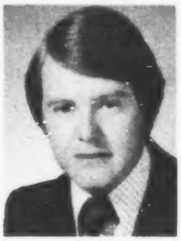
5100 Gamble Drive, Minneapolis, MN 55481 (612) 374-6090

25,000-30,000 Cars
3,000-5,000 Trucks
LEASING

MIESEN

McCONKEY



GAUMNITZ

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RILEY

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Duane L. McConkey
Executive Vice President
Finance & Operations

Paul I. Gaumnitz
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Used Vehicle Marketing

James G. Riley
Executive Vice President
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- Gelco Fleet & Management Services Co.
- Traveletter Corporation
- Gelco Equipment Leasing
- Gelco Travel Services
- Transport International Pool
- Design Space International
- Feld Truck Leasing
- Gelco Courier Services
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- CTI-Container Transport International, Inc

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Gelco Corporation

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A Gelco Company

Over 130,000 Cars
Over 40,000 Trucks
LEASING

- Fleet Management Group
- Truck Fleet Group
- Gel Car Group
- Gelco Puerto Rico, Inc.
- S.I.A.M.S.A. (Mexico)
- Gelco Canada, Inc.
- Gelco United Kingdom
- Gelco International Netherlands B.V.
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FLEET MANAGEMENT AND LEASING, CAR AND TRUCK MAINTENANCE MANAGEMENT, FUEL SERVICES, AND SMALL FLEET LEASING AND MANAGEMENT.

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ERICKSON

CHURCHILL

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Senior Vice President

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President, Truck Group

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President
Fleet Management Group

Frank Churchill
Executive Vice President
Fleet Management Group

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Gel Car Group

Ivor Rowe
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(914) 423-6100

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(216) 362-7420

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Rosemont, IL 60018
(312) 823-5100

Southeast

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3400 Peachtree Rd.
Atlanta, GA 30326
(404) 266-0472

Western

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suite 200
San Mateo, CA 94402
(415) 348-5011

Southwest

Frito Lay Tower
Suite 1211
Dallas, TX 75235
(214) 350-1700

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Caparra Heights Station
Puerto Rico 00922
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Mexico 20 D.F. Mexico
(905) 534-4500

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Kansas City, MO 64108
(816) 474-4200

11792 Westline Industrial Dr.
St. Louis, MO 63141
(314) 569-2822

3242 Peachtree Road NE
Atlanta, GA 30305
(404) 231-0990

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Eden Prairie, MN 55344
(612) 828-2104

335 North Sutter Street
P.O. Box 960
Stockton, CA 95201
(209) 466-2246

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British Columbia
Canada B6E 1B2
(604) 682-8144

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(416) 494-4900

3300 Cote Ventu, Suite 301
Ville St. Laurent, Quebec
Canada H4R 1P8
(514) 337-4722

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Manchester, M2 EH England
(61) 236-9832

Auto Contracts Gelco Limited
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Birmingham, B15 1AY England
(21) 643-0635

Gelco International
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1079 LH Amsterdam, Holland
(20) 44-9151

Gelco International
Belgium S.A.
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Vice President-Controller

Richard A. Mitsoda
Vice President-
Marketing/Franchises

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Fort Lauderdale, FL 33334
(305) 566-6801

Western
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Suite 220
Los Angeles, CA 90045

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Vice President

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Vice President

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Vice President

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Vice President

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Larry L. Sanderson
Controller

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Braintree, MA 02184
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Atlanta
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Atlanta, GA 30315
(404) 768-0877

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(312) 644-0200

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Sales & Marketing

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Operations Manager

Robert D. Miscevich
Purchasing Manager

Curtis D. Auston
Used Car Manager

Hari Thacker
Controller

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(516) 822-2010

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(215) 457-0200

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Chicago, IL 60601
(312) 644-0200

Stan Amber
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Director-Fleet Operations

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Richardson, TX 75080
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Richardson, TX 75080
(214) 690-3065

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Suite 103
Hialeah, FL 33014

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Clark N. Seidel
5300 W. Century Blvd.
Second Floor
Los Angeles, CA 90045
(213) 646-8995

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Manager
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Mexico 6, D.D.F. Mexico
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Paul Ferdinando
Division V.P.-
Western Area Sales

Bob Magnotta
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Eastern Area Sales

Colin Edmonds
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Waltham, MA 02159
(617) 890-1220

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(312) 823-1190

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(609) 448-3700

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Atlanta, GA 30339
(404) 435-2357

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Burlingame, CA 94020
(415) 342-7947

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Encino, CA 91436
(213) 995-6550

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7616 LBJ Freeway
Park Central 1
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Downsview, Ontario M3K 1Z3
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General Manager

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Division V.P.-Sales
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Parsippany, NJ 07054
(201) 425-9000

Ken McKibben
Division V.P.-Maintenance
& Fleet Services
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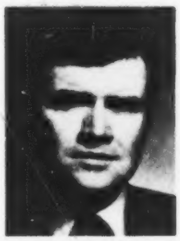
Atlanta, GA 30345
(404) 938-7691

EVANGELIST

- **HERTZ EQUIPMENT RENTAL**

Robert J. McKenna
Vice President and
General Manager



McKENNA

- **HERTZ COMMERCIAL LEASING**

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Vice President and
General Manager
4 Entin Rd.
Parsippany, NJ 07054
(201) 428-9000

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Under 3,000 Trucks
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1128 Standard Bldg., Cleveland, OH 44113 (216) 771-0876

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EWING

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Vice President-
Operations

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Vice President-Car Sales

Robert A. Gillner
Vice President-Purchasing

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Under 3,000 Trucks

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Mailing address: P.O. Box 1526, Madison, WI 53701

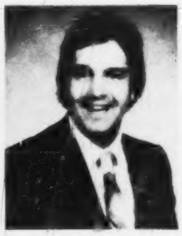
FLEET LEASING — FLEET MANAGEMENT — INDIVIDUAL LEASING

STALOWSKI

BAXTER

GOLDSCHMIDT

RINGGENBERG



KREPS

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President

Patrick J. Baxter
Vice President

J.P. (Pat) Goldschmidt
National Used Car Manager

David E. Ringgenberg
Account Executive

Keith J. Kreps
Account Executive

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3,500-4,000 Trucks
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G.W. Searles
Vice President-
General Manager

Lee Olson
Truck Leasing and
Maintenance Systems Mgr.

Ken Shuss
Lease Consultant

Bobbie Davis
Director of Client Relations

Bob Knight
Operations Manager

John Richardson
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LEASING

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Harry Mount
New Vehicle Purchasing Manager

Richard McMillan
Controller

Edward Craig
Fleet Manager

Arline Wirth
License/Insurance Mgr.

BRANCH
Westport, CT

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Vice Chairman

William J. O'Neill, Jr.
President

Robert M. Markee
Vice President-Marketing

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Cleveland, OH 44130
(216) 888-6500

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201 E. Ogden Ave. Rm. 126
Hinsdale, IL 60521
(312) 325-6620

CENTRAL DIVISION
K.C. Posselt
2625 Butterfield Rd.
Suite 308S
Oak Brook, IL 60521
(312) 287-2020

AUTOMOTIVE DIVISION
R.C. Knapp
NBS Financial Center, Suite 522
29201 Telegraph Rd.
Southfield, MI 48034
(313) 353-0460

NATIONAL DIVISION
R.K. Healey
3700 Park East Dr.
Cleveland, OH 44122
(216) 464-3300

WESTERN DIVISION
D.P. Eggertsen
501 N. Brookhurst, Suite 100
Anaheim, CA 92801
(213) 583-8061

DEVELOPMENT OFFICE
R.W. Sherry
3700 Park East Drive
Cleveland, OH 44122
(216) 464-3300

EASTERN DIVISION
J.E. Larney
One Rutherford Plaza
7133 Rutherford Rd.
Baltimore, MD 21207
(301) 944-8200

- FINANCE LEASE GROUP

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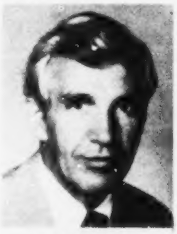
FINANCE LEASING AND FLEET MANAGEMENT

27,000-30,000 Cars
7,000-10,000 Trucks

D.F. Gorman
Group Head



GORMAN

• LEASEWAY SYSTEM CORP.

3700 Park East Drive, Cleveland, OH 44122 (216) 831-3460

HLOUSEK

MARTIN

SAXTON

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President

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V.P.-Sales
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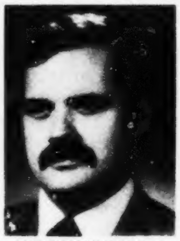
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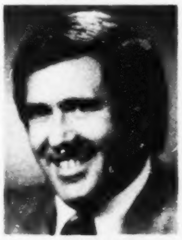
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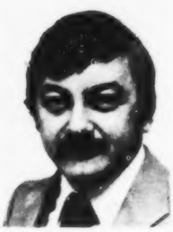
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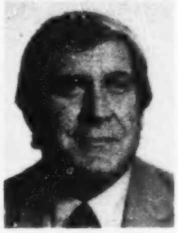
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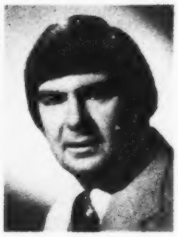
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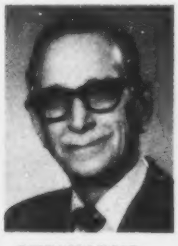
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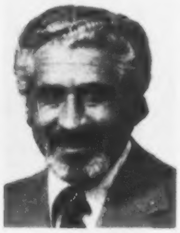
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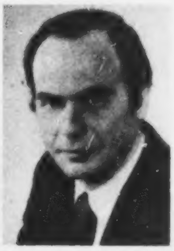
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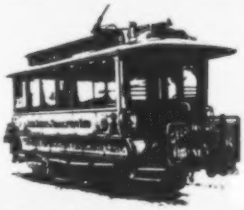

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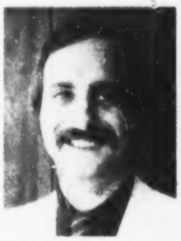

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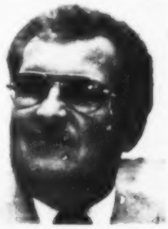

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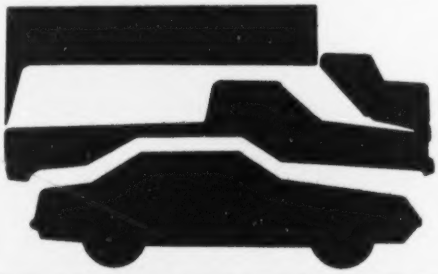

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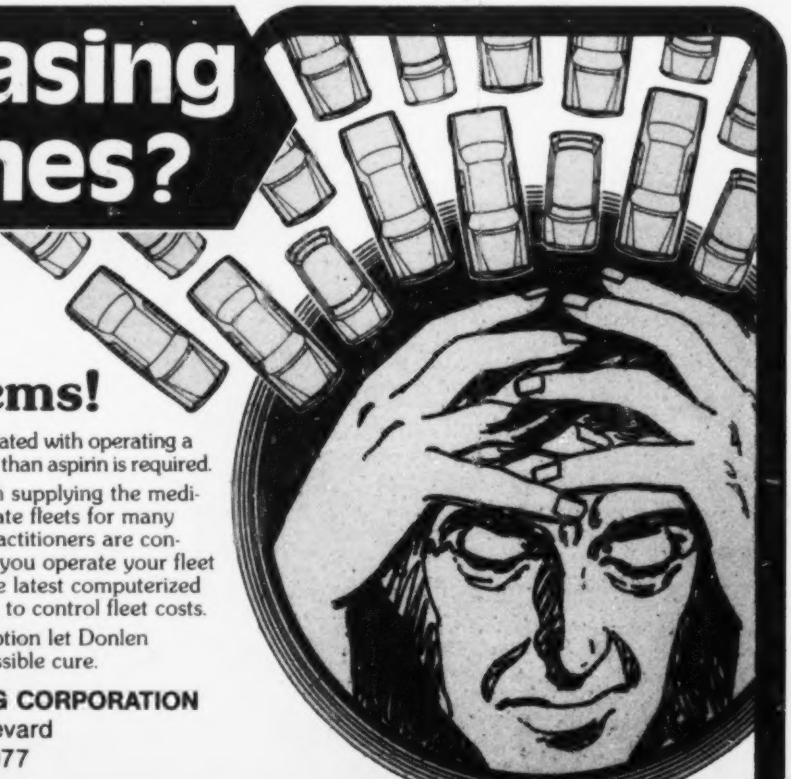

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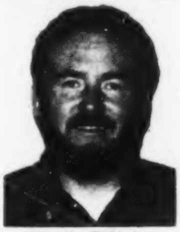
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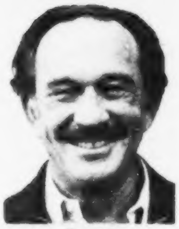
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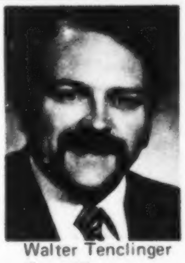
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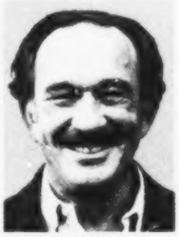

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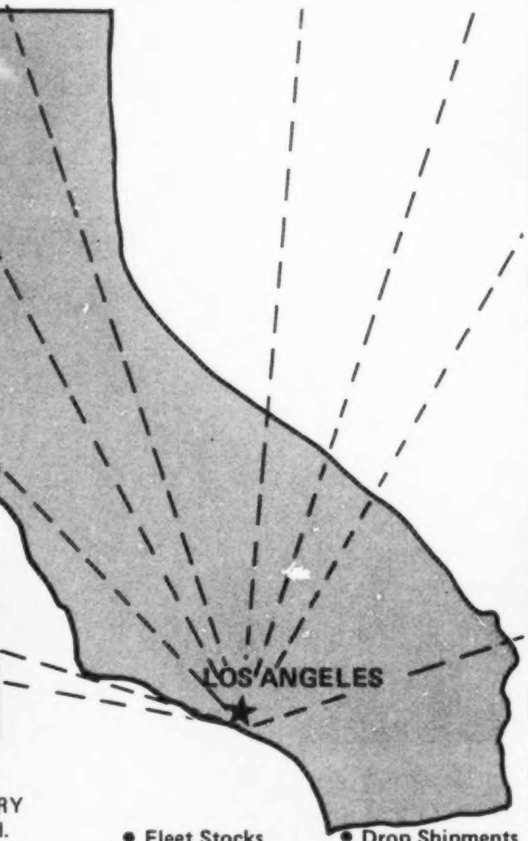

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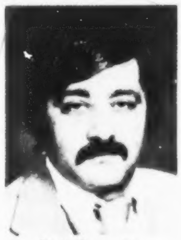
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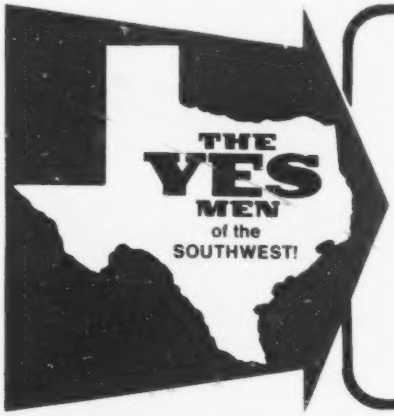

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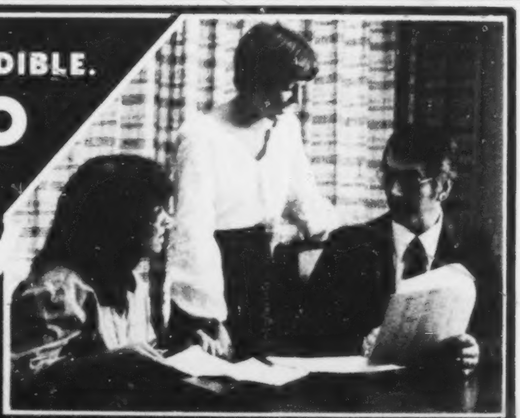

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Elmhurst Lincoln Mercury

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Vandenberg Leasing, specialists in the small to medium fleet market, has built its growth around sound vehicle management. We give experienced advice on all aspects of your transportation needs.

We're confident you'll find a great deal of "sense" in our lease programs too. The solid financial strength of Vandenberg Leasing and the professional transportation consulting staff supported by our extensive computer information system, makes Vandenberg the ideal choice for your fleet needs whether on a local or nationwide lease basis.

So, if you're feeling lost, give us a call or mail the coupon and we'll lead you out of the forest and into efficient vehicle management.

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LEASING INC
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HOLLAND, MI 49423
(616) 669-1410 451-2029

VANDENBERG LEASING INC.
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Please provide us more information. We operate ________ cars ________ trucks.
Leases ________ Company Owned ________ Salesman Owned.

NAME ________
TITLE ________
COMPANY ________
ADDRESS ________ PHONE ( )
CITY ________ STATE ________ ZIP ________

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CALENDAR OF EVENTS

APRIL

April 13-17 — FALS Annual Meeting, Miami Hilton, Miami, FL.

April 14-15 — Alternate Fuels for Business Vehicles, AMA Seminar, Wilshire Hyatt House, Los Angeles, CA.

April 21-23 — Managing the Business Auto Fleet, Hyatt House Hotel, L.A. Airport, Los Angeles, CA.

April 23-25 — National Association of Van Pool Operators 4th Annual Conference, Holiday Inn-Airport, Tampa, FL.

April 27-30 — Truck Rental and Leasing Association annual meeting, Caesars Palace, Las Vegas, NV.

MAY

May 1-4 — American Car Rental Association, annual meeting, Caesars Palace, Las Vegas, NV.

REGULAR GAS PRICES

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	NO-LEAD	FULLY LEADED
Atlanta, GA	125.5	122.6
Baltimore, MD	124.1	120.4
Boise, ID	122.7	120.6
Boston, MA	125.7	122.2
Brooklyn, NY	135.0	129.0
Casper, WY	126.2	122.2
Chicago, IL	134.1	130.3
Cleveland, OH	123.9	120.0
Dallas, TX	118.4	115.0
Duluth, MN	126.6	122.6
Fairbanks, AK	139.5	136.4
Fargo, ND	125.2	121.0
Honolulu, HI	127.4	124.0
Kansas City, MO	123.9	120.3
Louisville, KY	118.7	115.4
Miami, FL	128.5	123.6
New Orleans, LA	126.2	122.2
Omaha, NE	126.5	122.0
Palm Springs, CA	127.5	120.0
Philadelphia, PA	126.1	123.2
Saginaw, MI	130.3	125.7

Prices effective March 5, 1980

Source: Runzheimer & Co., Inc., Runzheimer Park, Rochester, WI 53167.

REPRINTS CURRENTLY AVAILABLE

1. Ninth Biennial Lease/Rental Survey — 50 cents
2. 1979 Fleet Car Specifications Chart — 50 cents
3. State Automobile Insurance, Registration and Tax Facts Chart — 50 cents

QUANTITY PRICES: 10 to 99 copies of 50 cents reprints are 45 cents each, 100 or more copies are 40 cents each.

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AUTOMOTIVE FLEET
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relies
on!

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"In a recent editorial you quoted, 'We can be knowledgeable with another man's knowledge, but we cannot be wise with another man's wisdom.' – Michel de Montaigne. This is so true in the world of fleet business and fleet management.

"As you know, Ed, it is hard to get a pat on the back, but very easy to get a kick in the fanny. On your behalf, I would like to commend you and your staff for a job well done. AUTOMOTIVE FLEET magazine is, in my opinion, 'Number One' when it comes to the world of fleet information. I have, and I am sure there are many other fleet managers throughout the United States and Canada who have, relied upon it over the years and will continue to do so.

"Keep up the good work and keep the fleet information flowing."

Robert E. Davis

Robert E. Davis is the Fleet Administrator for Consolidated Gas Supply Corporation in Clarksburg, West Virginia. A veteran member and contributor to NAFA, he was awarded the Distinguished Service Award in 1974 and presently serves as First Vice President (President-Elect).

automotive FLEET®

THE MANAGEMENT MAGAZINE FOR CAR AND LIGHT TRUCK FLEET OPERATORS

BPA

NAFA AFFILIATE

IT'S BECOMING an annual event. Long sells more Chevrolets than any other fleet dealer in the world and Automotive Fleet magazine honors us with their First Place Fleet Dealer Award. Here, Publisher Ed Bobit (left) presents the Award to Long Vice President Don Fenton (right) as Ann Fenton and Chevrolet Fleet Director George Frink share the moment.

All Chevrolets Are Created Equal.

It's The Dealer That Makes The Difference.

THERE ARE NEARLY 6,000 Chevrolet dealers across the country. The Malibu that a fleet buyer buys in Eldorado, Ohio or Elkhart, Indiana may be identical to the Malibu that comes from Elmhurst, Illinois. But the deal won't be the same.

DURING THE 1979 model year, the National Fleet Sales Division of Long Chevrolet sold 20,595 cars and trucks for a gross sales total of more than $120-million. That's more cars, trucks and dollars than any other fleet dealer can count.

AS WE SAID, there are almost 6,000 Chevy dealers, But we did 1/26th of Chevrolet's total fleet business.

WHY? BECAUSE WE know more about the fleet industry than any other dealer, anywhere. And even though we sell more cars and trucks than any other dealer, we sell each one one at a time.

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National Fleet Sales Division

NAFA AFFILIATE

LONG Chevrolet Inc.

320 West Grand Avenue
Elmhurst, Illinois 60126

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fleet news

DATSUN INTRODUCES FOUR NEW MID-YEAR MODELS

Nissan U.S.A. recently announced a series of mid-year models at a special showing prior to the opening of the Chicago Auto Show. Included were the all-new Datsun four-wheel-drive trucks; the limited edition 10th-Anniversary 280-ZX; a four-door hatchback version of the popular front-wheel-drive 310; and the restyled 210 line including a special high-mileage version. The 4x4 is Nissan's entry into the growing off-road mini-truck market and is available in long and short bed configurations as well as the popular King Cab model. The 10th Anniversary 280-ZX marks a milestone in the ongoing Z-car story, and only 3,000 of the ZX10s will be produced, each numbered in sequence. The two-seater will be distinguished by a special paint scheme and fitted with the GL package, leather interior, T-bar roof and a host of other unique features. Broadening its appeal in the front-wheel-drive family sedan market, Datsun has added a four-door version of the popular 310 model. Powered by a 1.4 liter four-cylinder engine, the 310 has a 49-state EPA mileage rating of 31 mpg/city and 41 mpg/highway, putting it among the top fuel economy cars in the country. Datsun's 210 has received a major facelift including new front and rear end styling and the availability of a Sports Luxury package for the hatchback and wagon models. The company has also introduced a specially equipped and engineered high-mileage 210 with an EPA city rating of 37 mpg and a highway rating of 51 mpg. The driving ranges possible with the new model (based on its 13.2-gallon fuel tank) are 488 miles in the city and 670 miles on the highway between fill-ups.

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fleet news

MODULAR ANNOUNCES "OLYMPIAN" AMBULANCE

The "Olympian" – an innovative, all-aluminum module designed for the fuel efficient down-sized engines of the 80s – was recently introduced by Modular Ambulance Corporation, the official supplier of ambulances to the 1980 Winter Olympics. The 136-inch module (Chevrolet Type III, 128-inch) allows a total payload of up to 3,000 pounds while significantly increasing gasoline mileage, and is available on Ford, Chevrolet, Dodge and GMC Type I and III chassis. The Olympian, according to the company, has more exterior storage space than comparably-sized modules, and an exclusive dual level rear exterior stretcher storage compartment makes its debut on the new model. A redesigned oxygen compartment includes a stair step ledge for easy loading plus convenient, in-door storage for large rescue tools and extrication equipment. Also, unobstructed exterior access to electrical maintenance, at eye level, is provided by a full height, 12-cubic-foot rescue storage compartment complete with a built-in trouble shooting light. Almost every inch of interior space is also functional, with special features including additional storage areas with movable shelves; an adjustable attendant seat; an exclusive full-length padded overhead grab rail; a padded armrest, and a vinyl-covered action wall. The new module has a structural 10-year module warranty and meets or exceeds the new federal specifications. Complete documentation is available on request.

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C. "Mog" Mogensen
National Fleet Sales Manager

1421 S. Barrington Road, Barrington, IL 60010

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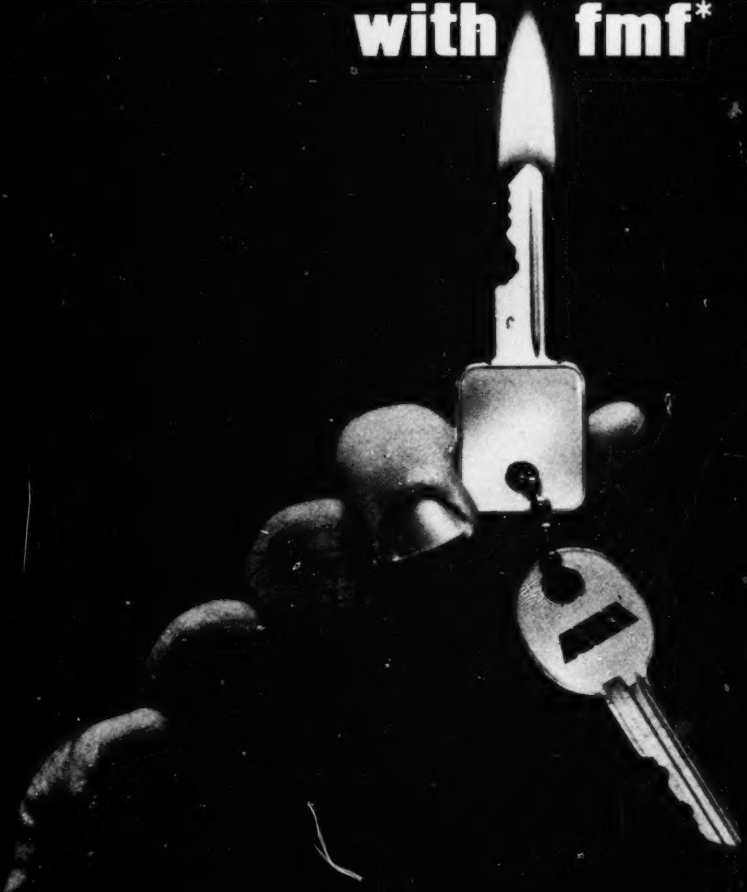
when it comes to fleet leasing we'll bring you out of the dark with fmf*



What's FMF? It's *Fleet Management Feedback . . . a total program scientifically designed by ARI to provide maximum savings on your fleet transportation requirements. FMF analyzes your needs, correlates the information and brings you out of the dark areas of fleet leasing or ownership. Just complete the coupon now and mail to Harry Smith and we'll send you full information.

Fill in this coupon now for the full story of our exclusive FMF program. Please indicate the size of fleet:

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☐ Leased ☐ Co. Owned ☐ Salesmen Owned

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Title ________

Co. ________

Address ________

City ________ State ________ Zip ________

Signature ________

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ARI

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Circle 182 on Inquiry Card

fleet news

FORD ANNOUNCES HIGH-VOLUME TRUCK SALE

Ford Motor Company has announced the sale of 3,900 trucks to Jartran Corporation. The order consists of 2,400 Econoline cutaway chassis and 1,500 medium-duty trucks. Jartran will equip the chassis with special bodies suitable to persons renting trucks. Philip E. Benton, Ford vice president and general manager of the Ford Division, noted that the Jartran order was the third high-volume Ford truck sale in the past eleven months. The two prior sales were 1,906 light, medium, and heavy trucks to Hertz Corporation in May, 1979, and 700 CL-9000 cab-over-engine trucks to East Texas Motor Freight in March, 1979.

VEHICLE MAINTENANCE CONTROL SYSTEM AVAILABLE

Jay C. Butler, president of Computer Cost Control Corp., has announced the availability of its Vehicle Maintenance Control System (VMCS). VMCS provides computerized administration and control reports for managing the maintenance and fuel functions. The System also generates vehicle maintenance analysis, maintenance and operation summaries, component trend analyses, mechanic recap, fuel consumption reports, PM scheduling, and vendor analyses.

EVC PUBLISHES ELECTRIC VEHICLE MINI-GUIDE

A mini-guide to electric vehicle programs, activities, events, and associations worldwide has been published by the Electric Vehicle Council. Included in the mini-guide are listings of clubs, U.S. Department of Energy demonstration operators, manufacturers, publications, program personnel and events, as well as descriptions of programs worldwide. The 60-page, vest-pocket sized guide, entitled "Electric Vehicle Mini-Guide," provides libraries, consumers, club members and corporate personnel with a central source of information covering the broad spectrum of electric vehicle activities. Single copies of the mini-guide are free from the Council by writing Electric Vehicle Mini-Guide, Electric Vehicle Council, 1111 Nineteenth Street, N.W., Washington, D.C. 20036.

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AFLA

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Ford

Fleet Sales Director Milo Matick (left), Operations Manager Coleen McHugh and Fleet Sales Manager Jim Hoffer prepare computerized status reports.

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NATIONAL FLEET SALES DIVISION

AL PIEMONTE FORD, INC.

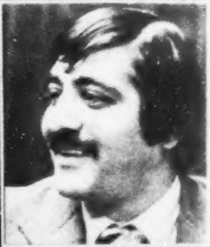
1105 North 31st Avenue
Melrose Park, Illinois
60160

Circle 183 on Inquiry Card

lease/rental scene

USED CAR "GO FOR GOLD" SWEEPSTAKES

Avis will be awarding more than 280 prizes, including eight grand prizes of one-ounce gold bars, to winners of the company's new "Go for Gold" Sweepstakes being held at nearly 100 participating Avis used car sales locations in the U.S., it has been announced. Entry blanks must be dropped into one of the Avis treasure chests on display at participating locations by April 5. Winners will be selected from random drawings conducted by an independent organization. During the sweepstakes, Avis used car salesmen are distributing "scratch-off" cards offering instant discounts of $100 to $500 on any used car on that particular sales lot. Customers also can take advantage of additional savings being offered on selected 1979 used cars displayed at the participating Avis locations.



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At Elmhurst Chrysler-Plymouth, We Have More First Place Awards Than Places To Hang Them.

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Fleet Sales Manager	Billing	Assistant Fleet Manager	Used Car Disposal	License & Titles	Owner

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IT'S ALMOST getting to be a habit. We sell more Chrysler-Plymouth products than any other fleet dealer in the country, and Automotive Fleet magazine presents us with their First Place Chrysler-Plymouth Fleet Dealer Award.

BUT IF winning awards for the past four years is a habit, it's a habit we sure don't want to break.

WE WORKED hard to develop our winning reputation as the country's premier Chrysler-Plymouth Fleet Dealer. And we intend to continue to deserve that reputation.

WE PROVIDE award-winning service to major leasing and rental firms, as well as some of the best-known corporate fleet operators. Our clients are all sophisticated fleet experts who know what they want. And they know where to get what they want, when they want it, at the price they want to pay.

OF COURSE, we handle drop-ship orders, courtesy deliveries, license and title registration and all the dozens of other details that any good fleet dealer must attend to.

BUT THE DIFFERENCE is, we handle all these jobs like we have a First Place habit. It's a habit we don't ever want to kick.

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ELMHURST
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FLEET SALES DIVISION

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Elmhurst, Illinois 60126

NAFA AFFILIATE

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Circle 187 on Inquiry Card

lease/rental scene

BUSINESSES DISCOVER BENEFITS OF TRUCK RENTALS DURING PEAK PERIODS

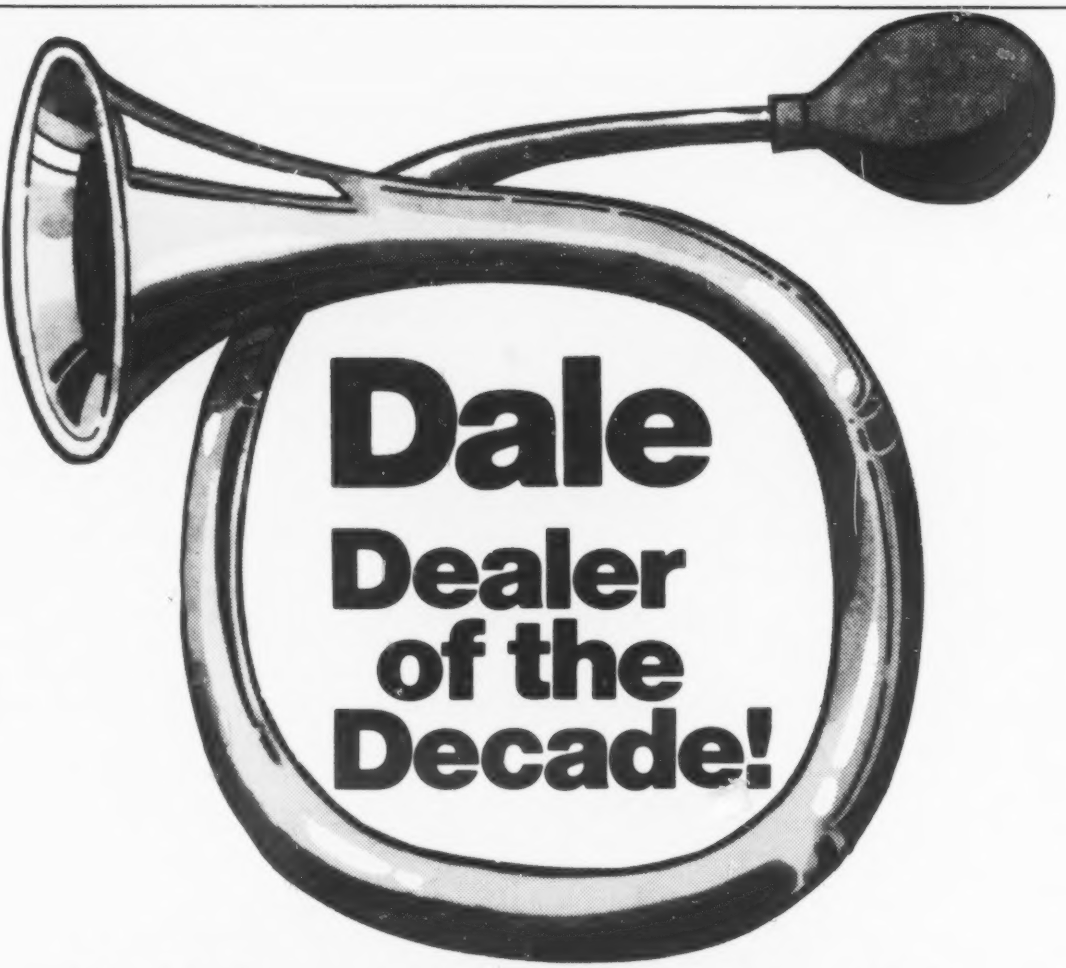
When peak business periods strain truck operations to their limits, businesses are temporarily bolstering their fleets through truck rentals, according to Budget Rent-a-Car Corporation. Barry Levin, assistant vice president-truck operations, stated that commercial truck customers have found that in peak seasons, truck rental makes more financial sense than buying or leasing. "It is a more effective use of business capital to maintain a fleet geared to handle average demand and to rent trucks for periods of increased activity," he said. Based on an informal survey by Budget, Levin also stated that companies give three other reasons for renting a truck over buying or leasing: flexibility, labor costs and selection. According to Levin, a 24-hour notice is generally required to reserve the truck you want, especially on weekends when do-it-yourself household movers often reserve trucks far in advance.

AVIS OPENS LOCATIONS IN SEATTLE AND SYRACUSE

Avis Car Leasing has opened new locations in Seattle, Washington and Syracuse, New York, the company announced today. The Seattle operation is located at 10909 Northeast Fourth Street, Suite 12, Bellevue, a suburb of Seattle (telephone 206-455-2847), and the Syracuse operation is located at 990 North Seventh Street, Liverpool, a suburb of Syracuse (telephone 315-451-6565). District sales managers are Russ Munson (Seattle) and Rick Grutka (Syracuse).

HERTZ, SHERATON RENEW AGREEMENT IN WAIKIKI

Hertz and Sheraton Hotels in Hawaii have announced a long-term extension of their agreement under which Hertz car rental services are available at the five Sheraton hotels in Waikiki. Hertz counters are located in the tour and travel areas of the hotels, and the company provides free pick-up and delivery service between the hotels and its car rental locations. Hertz will also continue to provide car rental services at three Sheraton neighbor island properties – Sheraton Maui, Sheraton Kauai and the Sheraton-Waikea Village Hotel in Hilo. Anticipating a strong season in Hawaii boosted by both foreign and domestic travelers, Hertz plans to expand its fleet of vehicles in Hawaii by 20 percent in 1980 versus 1979 – a signal of its commitment to the growth of tourism in the 50th state, the company said.



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Why has Dale been the world's Number One Oldsmobile fleet dealership for the past decade? There are many good reasons:

1. Dale has the largest dealer network in the U.S.A., backed up with professional, efficient personnel.
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Plus

Dale is directly linked to Lansing with their own **computer custom vehicle system,** which enables Dale's customers to make direct inquiries and to receive up-to-date status reports through their own telephones from Dale's computer.

That's how we got to the very top in the '70's. But we don't intend to rest on our laurels. At Dale Olds, we're going to work even harder for you in the 1980's, in order to remain Number One.

Dale Olds

Contact: MARK E. ROSENSTOCK, JR./MARLENE STRANO

281 W. FORDHAM RD., BRONX, N.Y. (AT Major Deegan Expwy., Fordham Rd. Exit) (212)298-0776

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Circle 189 on Inquiry Card

light trucks/vans/rv

CARGO CARRIER FOR PICKUPS INTRODUCED

A pickup cargo carrier for pickups has been introduced by Creative Systems, 1805E Tribute Rd., Sacramento, CA 95815, that comes in five sizes to fit virtually every domestic and imported pickup manufactured in the past 12 years. The manufacturer says the product, Kargo-Master, has been computer designed and wind tunnel tested to reduce air drag and wind noise while providing a low center of gravity and a large payload capacity. Easily assembled and installed in less than an hour, the cargo rack has a high gloss polyester power finish that resists corrosion and scratches. The modular components are made of lightweight, stamped steel alloy. The company invites fleet and dealer inquiries.

VW's VANAGON CAMPER BOWS

The camper version of VW's new Vanagon has been introduced to the U.S. market. A fresh-from-the-drawing board replacement for the former VW Campmobile, the new camper features a 2.0-liter fuel injected engine, a fully carpeted and curtained interior and seating for four persons. The deluxe camper model comes with a refrigerator that runs on liquid propane gas, hook-up with an electrical outlet, a two-burner stove and sink with hook-ups and a fold-down counter piece. The back seat folds down into a full-size double bed and a pop-up top houses another full-size bed with an adjacent zippered and screened window. The floor of the Vanagon Camper is 2.4 inches lower than the Campmobile and the interior height is two inches greater. The rear hatch on the Vanagon is 25-percent larger than that of its predecessor. The Vanagon Camper is backed by a 12 month-20,000 mile limited warranty.

Colonial CHEVROLET IN SCHAUMBURG

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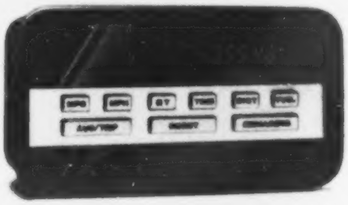
Circle 190 on Inquiry Card

new products

LOW-PRICED DRIVING COMPUTER

Zemco, Inc., originators of the Compu-Cruise and ZT driving computers, have introduced a lower-priced version of the driving aid. With a suggested retail under $120, the new model still provides 28 computerized functions and features a simplified button arrangement which makes the computer very easy to use. At the touch of the appropriate button, the computer can instantly display current or average MPG, fuel used and distance traveled since fill-up, and fuel remaining and distance to go until empty. Other functions include a calibrated speedometer for current and average MPH, and a quartz crystal clock that shows both current and elapsed time. Additionally, all measurements can be displayed in both English and Metric.



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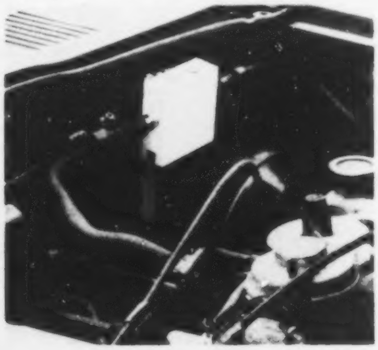
NEW AUTO FUEL SAVER

A patent pending automobile fuel saving device known as the Ga$aver™ has been introduced by Ga$saver Corp. Initial tests by a prominent, nationally recognized independent testing firm which conducts approved testing for the major auto, oil and tire manufacturers have produced fuel savings of up to 35 percent in dynamic and duplicatable over-the-road tests. The device works on all carburetor-equipped gasoline engines. Easily installed in one of the automobile's vacuum lines, the device is actuated by changes in engine vacuum to introduce calculated pulses of air into the manifold. This allows the engine to run leaner without the danger of burning valves and pistons, while simultaneously reducing wasteful engine pumping effort, according to the company.



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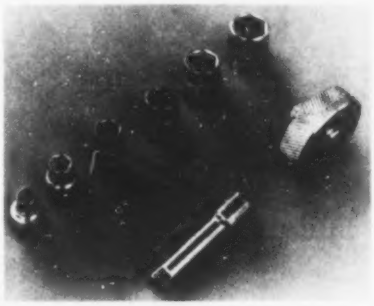
"THUMB WHEEL" RATCHET

Designed for use where limited space prevents the use of conventional wrenches, the new "Thumb Wheel" Ratchet Set can come in very handy. The new device lets the user reach the tightest places under the hood, behind the dash, around the radiator, in the trunk and other close situations, with good leverage and maneuverability. Each set contains eight pieces: one reversible "Thumb Wheel" ratchet, six ¼ inch (six pt.) std. sockets, one 2-inch extension and a durable carrying pouch.



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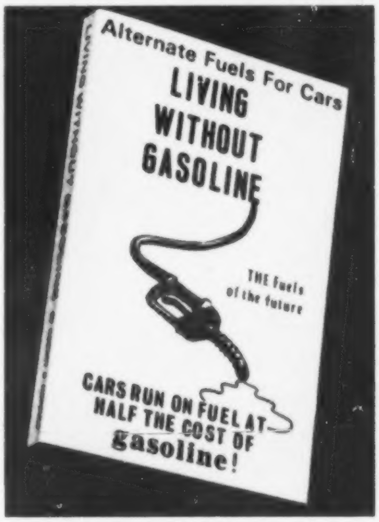
LIVING WITHOUT GASOLINE

A book entitled *Living Without Gasoline* discusses details and makes comparisons between alternate synthetic fuels. Hydrogen, hydrofuel, propane/butane (LPG), ehanol, methanol, gasohol and pure alcohol are compared in 32 drawings, plus 18 charts and tables in the 185-page book. The publication also tells how a complete city police department and over 25,000 vehicles in California run without a drop of gasoline, plus a proven and tested plan for saving at least half the annual fuel costs for a car is outlined with supporting facts. Modifications and kit conversions for various alcohol blends as well as propane gas are also detailed, with ways to avoid fuel tank and engine damage from synthetics also discussed.



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SILICONE RADIATOR AND HEATER HOSE

Now available from Hadbar Div. of Purosil, Inc. for fleet vehicles are silicone radiator hose in curved, flex and straight lengths. Heater, vacuum and turbocharger hose are also offered.

The silicone hose is warranted for five years, will not harden or fail in service and is reusable in case of radiator or engine repair, making it a "maintenance free" radiator and heater hose. **Circle 195 on Inquiry Card**

AIR FILTER SERVICE INDICATOR

An air filter restriction indicator that promotes fuel savings for trucks and other medium and heavy duty vehicles (when recommended servicing procedures are followed) has been introduced by the Donaldson Company. The company recommends that to achieve maximum fuel economy and engine performance, filter elements should be changed when the inlet restriction reaches 20" H_2O. The Informer^{TM} measures airflow restriction in graduated increments up to this point. Tests in accordance with RCCC procedures conducted on turbocharged engines show that fuel usage increases rapidly when inlet restriction rises above this level. A special red color code alerts vehicle operators when airflow restriction reaches a wasteful level.

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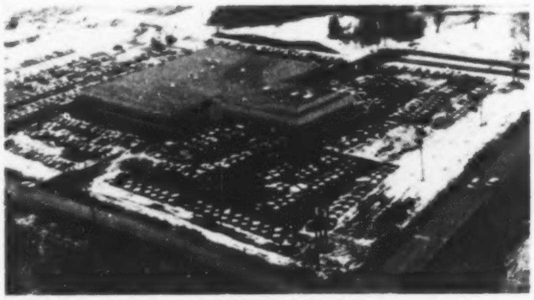

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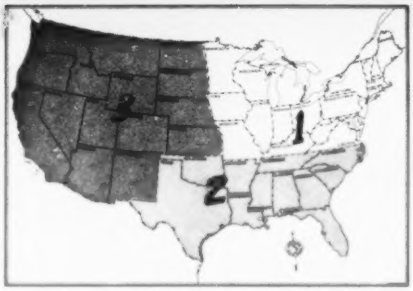
used car prices at auction

The following are average car prices for the period ending Mar. 12. Prices are based on wholesale activity at major dealer auctions across the country. They are divided into three zones as indicated on the accompanying map. These averages are calculated electronically on IBM machines. They are based on clean cars only. Proper allowance should be made for upgrading sharp cars and proper deduction taken for fair cars. Automatic transmissions have been included in the averages of all models. This information is published in AUTOMOTIVE FLEET by special permission of Automotive Market Report.



AVERAGE AUCTION PRICE

Model	Zone 1	Zone 2	Zone 3
79 A/M SPIRIT			
D/L CPE	3652	3690	3758
79 A/M PACER			
CPE	3628	3664	3734
79 A/M CONCORD			
SDN6 2DR	3867	3904	3978
SDN6 4DR	3867	3904	3978
78 A/M CONCORD			
SDN6 4DR	3094	3120	3175
78 A/M MATADOR			
MAT 8 CPE	2434	2460	2503
79 BUICK REGAL			
TURBO CPE	5094	5145	5241
CPE	4659	4707	4794
78 BUICK REGAL			
TURBO CPE	4194	4238	4317
CPE	3881	3920	3995
79 BUICK			
LSB SDN	4209	4253	4332
LSB CPE	4248	4293	4373
79 CADILLAC			
CPE DEV	7570	7646	7789
SDN DEV	7462	7538	7680
78 CADILLAC			
CPE DEV	5921	5979	6095
79 CHEVY			
CHVT HCHBK	3563	3600	3665
78 CHEVY			
CHVT HCHBK	3030	3060	3117
79 CAMARO			
CAM8 CPE	4616	4663	4750
78 CAMARO			
CAM8 CPE	3827	3866	3937
79 NOVA/CNCRS			
NOV 6 CPE	3565	3600	3667
SDN6	3565	3600	3667
78 NOVA/CNCRS			
CPE6	3048	3072	3127
SDN6	3048	3072	3127
79 MALIBU			
CPE	3833	3871	3942
SDN	3702	3738	3809
CLA CPE	4093	4133	4212
78 MALIBU			
CPE	3044	3074	3134
SDN	2931	2961	3018
CLA CPE	3260	3292	3359
79 MONTE CARLO			
CPE	4339	4383	4465
78 MONTE CARLO			
CPE	3447	3480	3545
79 CHEVROLET			
IMP SDN	3850	3888	3964
IMP LAN CPE	3997	4038	4115
IMP WGN 9	4019	4059	4135
78 CHEVROLET IMP			
SDN	2948	2976	3036
IMP LAN CPE	3070	3104	3161
EST WGN 9	3462	3493	3565
79 CHRYSLER			
NPT SDN	4168	4210	4288
79 DODGE OMNI			
4 DR HCHBK	4397	4443	4525
79 DODGE ASPEN			
SDN6	3389	3422	3487
78 DODGE			
MON SDN	2332	2359	2401
MON HT	2396	2423	2466
79 DODGE DIPLOMAT			
CPE	3545	3579	3647
SDN	3545	3579	3647
79 FORD PINTO			
CPE	3166	3195	3257
STA WGN	3443	3479	3543
78 FORD PINTO			
CPE	2554	2580	2628
79 FAIRMONT			
SDN 4DR	3620	3657	3725
78 FAIRMONT			
SDN 4DR	3007	3032	3087
79 MUSTANG			
CPE4	4158	4199	4275
78 MUSTANG II			
CPE6	3232	3264	3321
79 GRANADA			
SDN8	3661	3699	3768
78 GRANADA			
SDN8	3044	3061	3117
79 LTD II			
SDN8	3347	3382	3446
HT8	3431	3464	3530
78 LTD II			
SDN8	2545	2571	2620
BRO SDN	2717	2742	2793
79 FORD LTD			
SDN	3841	3880	3953
HT	3863	3901	3974
LUX SDN	4719	4765	4855
78 FORD LTD			
SDN	2624	2652	2704
HT	2680	2709	2759
LUX SDN	3121	3151	3210
79 THUNDERBIRD			
CPE	4296	4339	4422
78 THUNDERBIRD			
CPE	3434	3466	3533
79 MERCURY ZEPHYR			
SDN 2DR	3653	3692	3759
79 MERCURY MONARCH			
SDN	3686	3722	3792
79 MERCURY			
MARQ SDN	4083	4126	4202
MARQ HT	4104	4145	4225
78 MERCURY			
MARQ SDN	2874	2900	2955
MARQ HT	2928	2957	3013
79 OLDS CUTLASS			
CPE SLN	3904	3946	4018
SUP CPE	4701	4748	4837
78 OLDS CUTLASS			
CPE SLN	3223	3253	3316
SUP CPE	3933	3974	4044
79 OLDSMOBILE			
DLTA SDN	4209	4253	4332
DLTA CPE	4248	4293	4373
78 OLDSMOBILE			
DLTA SDN	3311	3345	3410
DLTA CPE	3345	3380	3439
79 PLYMOUTH HORIZON			
4DR HCHBK	4397	4443	4525
79 VOLARE			
SDN	3389	3422	3487
78 PLYMOUTH SMALL FURY			
STD SDN	2332	2359	2401
SPT WGN 9	2715	2741	2792
79 PONTIAC FIREBIRD			
CPE8	4658	4706	4793
79 PONTIAC LEMANS			
CPE8	3894	3934	4008
79 PONTIAC PHOENIX			
CPE8	3633	3671	3737
79 PONTIAC			
CAT SDN	3948	3988	4063
BON CPE	4438	4482	4565
79 PONTIAC			
GRAN PRIX CPE	4477	4520	4607
78 PONTIAC			
CAT SDN	3023	3052	3109
BON SDN	3354	3391	3454
IMPORTS			
79 DATSUN			
210 STD 2DR	3500	3535	3602
510 2DR	4150	4192	4270
78 DATSUN			
210 2DR	2857	2886	2942
510 2DR	3489	3526	3591
79 TOYOTA COROLLA			
2DR	3350	3384	3447
79 TOYOTA CELICA			
ST SPT CPE	4850	4899	4991
78 TOYOTA COROLLA			
2DR SDN	2887	2915	2970
78 TOYOTA CELICA			
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Subscription dates close the 12th of each month for next issue.

editorial

Let us not go over the old ground, let us rather prepare for what is to come.
Marcus Tullius Cicero (106-43 B.C.)

Long range planning does not deal with future decisions, but with the future of present decisions.
Peter Drucker

I have seen the future and it doesn't work.
Robert Fulford

Some of you may remember my editorial last June when I enumerated some of the programming and site selection problems that any association encounters from time to time. Having just returned from the 1980 annual NAFA Conference, it is timely to provide comment on their progress.

My congratulations to Bob Berke, his staff and general chairman, Jim Rowe. Great improvement has been made and, overall, most in attendance were pleased with the revised version of our industry's most important meeting.

First of all, New Orleans is a nearly perfect city for all the right reasons: excellent weather (the rain held off), some of the country's finest restaurants (French sauces, eggs prepared in every conceivable manner, giant fresh oysters, and crayfish in season), and lore galore (Mardi Gras, antebellum homes, Bourbon Street and O'Brien's).

The Marriott was able to house the nearly 1200 registered into one convenient spot and, except for the elevator service, did a commendable job in providing the convention services.

The Conference program was made up with imagination and a deft hand. The speakers were outstanding (sans Joan Claybrook, a total bureaucratic bore), and the mix of the sessions was excellent. The workshops and affiliates' meetings were particularly good if one could eliminate some of the individual "company plugging" techniques.

The Fleet Fair exhibit was the best in which we have participated. The area was spacious, well lighted, and with ample aisle space for the large crowd that attended. Every exhibitor we talked with indicated satisfaction. Perhaps the key was the scheduling that permitted ample time for fleet managers to talk over their problems or view new products and services without being concerned about another date.

From what we observed, both the conference and hotel registrations were handled in a businesslike manner.

In defense of the Monday evening affiliates boat ride, reception and "dinner," it was a large undertaking and the first time that everyone had been invited to such an event. The budget was staggering, the service intolerable, and we all should have brown-bagged it, had we only known. While there is some current discussion of making a similar effort next year in Toronto, any number of affiliates indicated to me that they preferred their own private affairs with their own accounts. It is difficult to equitably assess the affiliates for such a combined effort, and in all fairness to a good idea, the smaller affiliates can well meet their prospective accounts at the Fleet Fair, have a hospitality suite or take them to dinner. Everyone has the option and it has worked well in the past.

The "Show-Stealer" of the entire conference had to be Chrysler's superb effort to give fleet people the first real look at their all-new '81 K-cars. Yes, they actually had product there for first-hand viewing; the Plymouth Orion and the Dodge Aires. Even the domestic and import competitors showed strong interest and approval with their inspections.

Overall, NAFA has earned high grades for a fine Conference. It was held in an excellent location, and those on the program committee had to work without the assistance of a strong local chapter. With the strength of just such a chapter in Toronto, we expect that 1981 will continue the laudable improvement of the annual conference. We wish them every success.

ED BOBIT

The GMC labor movement.

Trucks are what we're all about.

If there's one thing GMC would like to see, it's for things to continue to get better for people who use trucks in their work. And that's why we suggest that GMC trucks may well improve your working conditions.

Take GMC pickups for example. Tough workers. Ranging from half-ton to one-ton models. With an impressive GVW range of up to 10,000 pounds. The Wideside pickup box sides and tailgate are double-steel-wall-constructed. And are available in 6½- and 8-foot lengths. Plus, to help fight rust, zinc-rich compounds have been used to specially pre-coat key steel parts. All GMC's are covered by a 3-year Perforation from Corrosion Limited Warranty. Exhaust system components are not included. Ask your GMC dealer for details on other limitations.

There's quite a choice of engines, too. Depending on the model, an in-line 6 or V-8 is standard, with other gas or diesel V-8's available. (These GMC's are equipped with GM-built engines produced by various divisions. See your dealer for details.) And transmissions? Again, depending on the model, a 3-speed manual is standard, with automatic or 4-speed manual available. (Series 3500 trucks are equipped with a 4-speed manual standard.)

But of course there's more to work than just a strong back. And so, the insides of GMC pickups are rather nice places to be. Available power assists, air conditioning, AM/FM stereo, and more, make them even nicer.

We at GMC are pleased to be able to contribute to improved working conditions. Stop by your GMC dealer today, [illegible]

1980 GMC Pickup	EPA Est. MPG	Est. Driving Range with Optional Auxiliary Fuel Tank
	18	720 Miles

Remember: Compare this estimate to the "estimated MPG" of other vehicles. You may get different mileage and range depending on how fast you drive, weather conditions and trip length. The range estimate is obtained by multiplying the EPA estimate by the 40-gallon fuel tank capacity. This [illegible] 20-gallon fuel tank plus the [illegible]

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MORE SALES CALLS BETWEEN FILL UPS...

IN THIS DRAMATICALLY RESTYLED CATALINA.

As you can see, Pontiac goes a long way to make business better for you.

In fact, based on the "estimated range," this 1980 Catalina can go 45% farther on a tank of gas than just five years ago. Percentage increase higher in California. That's comparing 1980 and 1975 Catalinas with standard engines and automatic transmissions and standard fuel tanks.

And Catalina goes the extra mile to make driving between sales calls something special. With a sleek, new aerodynamic hood. A new formal roofline. Six-passenger comfort. Ample trunk space for samples and suitcases. Extensive corrosion-resisting treatments. And many easy maintenance features. All helping to give this new Catalina an impressive potential resale value!

18 **24** **450** MILES **600** MILES

Remember: Compare the "estimated mpg" to the "estimated mpg" of other cars. You may get different mileage and range depending on how fast you drive, weather conditions and trip length. Your actual highway mileage and range will probably be less than the estimated highway fuel economy. 1980 range estimates obtained by multiplying EPA estimates by 25 gal. fuel tank capacity. Mileage and range higher in California. Catalina is equipped with GM-built engines produced by various divisions. See your dealer for details. Call your Pontiac Fleet Rep today. He'll show you how to get more sales calls between fill ups, dramatically.

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